HARRY GILL

# DATA ANALYST

Steered strategy, marketing, product, and technology initiatives in 6 companies that resulted in multimillion-dollar impact on revenues, cost reductions, or enterprise value. Examples:

Turned around, grew revenues, and boosted net income 20% at IT solutions business (Tech Institute).

Secured $15M in venture funding from the board and $45M partnership agreement; landed anchor customer to launch business; set stage for company's successful IPO (Morrow, Inc.).

Steered 10000 cash exit for $19.7M, returning 4X to investors at ecommerce startup (CPT Advisory Group).

 **EXPERIENCE**

# 2015 - Present Vice-president, Corporate Development SA Communications, New York, NY

Hired to create a new managed services business and lead corporate development at a provider of on-demand, cloud-based communications services for businesses and contact centers.

Authored business plans; researched MS Lync- based contact center software companies and ecosystem. Modeled economics of perpetual licensing vs. subscription models.

Delivered 2 strategic business opportunities valued at $5.3M, following preparation of customer pitch and product package for flagship offering.

# 2008 - 2015 President

CPT Advisory Group New York, NY

Built a business focused on strategy, commercialization, and operations consulting. Created company's operational infrastructure and grew business to $58.5M/annual. Selected engagement highlights:

As Interim CEO of Torrington, LLC (2013 to 2014) took over a financially troubled data protection and backup business, lowered debt service 95%, and enabled company to begin reestablishing market position. Streamlined accounting and operational processes, resulting in 750/0 greater sales capacity and 50% faster sales.

 **EDUCATION**

2007 - 2008 Master of Business Administration (MBA)

 **PERSONAL INFO**

# New York, NY

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**SKILLS**

# Cloud Infrastructure Cyber Security

Data Analytics Data Visualization Power BI

# Python Tableau

Unified Communications

 **SOFTWARE**

# AzureDesk Dreamweaver Flash HappyFox HelpSpot

Hitachi HCP/HDI Microsoft Office Suite Oracle ZFS

**LANGUAGES**

2004 - 2007

Columbia University, New York, NY Bachelor of Science, Computer Science Columbia University, New York, NY

**CERTIFICATIONS**

# English

French

2015 IBM Data Science Professional Certificate

2014 Certified Analytics Professional

2014 Cloudera Certified Associate (CCA) Data Analyst

2013 EMC Proven Professional Data Scientist Associate (EMCDSA)

# Spanish