

# LAUREN FERGUSON

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## PROFESSIONAL BACKGROUND

Lauren has ample experience in project management (PMO), financial analysis, data and analytics, and operations management in a variety of industry domains. She has vast experience in change management and business analysis.

Lauren has successfully led cross-functional teams for both Finance, IT and business sponsored projects. She has guided companies through change management processes to transform and implement best in class business practices. She has led the project management lifecycle to stand up Project Management Offices (PMO) in a variety of functional areas. Through her collaboration, hard work, and energetic style, she can build effective relationships across project teams. She excels in fast paced environments where she can act quickly to drive results in a team environment and present effective, creative solutions.

## SELECTION OF RELEVANT EXPERIENCE

### Project Manager, Operational Efficiencies

Stood up & led the PMO office by collaborating with multi-functional teams across Finance & Accounting, IT, Purchasing, Planning, Marketing, and Manufacturing dedicated to hitting cost and cash goals to support the business. Utilized smartsheet and waterfall project methodology to track all initiatives and performed business analysis to create measurable deliverables and goals for teams. Tracked all PMO performance using smart sheet and financial data.

### Project Manager, Data & Analytics

Project manager for implementation of data and analytics transformation initiative to develop accurate and consistent reporting and one source of truth for all business analysis. Created dashboards to allow executive management, key stakeholders, and end users to act on improving operational efficiencies by reducing costs, changing sales strategy and pricing, and improving cash by better utilizing net working capital.

### Project Manager, Financial Reporting

Led the implementation of new financial reporting for the P&L, Balance Sheet, and Cash Flow by integrating ERP system and GL into selected financial software. Responsible for ensuring the financial systems transition led to accurate financials for bank reporting and audit purposes. Trained Finance & Accounting teams on new software and transitioned monthly reporting to internal resources. Also led team annual budgeting and forecast process utilizing financial models and analysis to set targets and commitments to investors.

### Industry Expertise

- Manufacturing
- CPG
- Construction
- Retail
- Private Equity
- Health Care

### Functional Experience

- Data & Analytics
- Mergers & Acquisitions
- Program/Project Management
- Organizational Change Management
- Process Improvement
- Smartsheet



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## SELECTION OF RELEVANT EXPERIENCE

### Business Analyst, Pricing

Served as the Business Analyst responsible for working across Sales, Marketing, and Finance to develop pricing strategies utilizing Pareto and Power and Risk Pricing methodologies. Taught pricing principles to executive team and leaders and gained multi-functional support to sell in pricing to all customers. Transformative pricing strategy led to double digit margin growth and new strategy implementation.

### Operational Leader, Supply Chain

Led a team comprised of Manufacturing, Purchasing, Planning, and Customer Service for a company in the Diesel Emission Filtration space. Responsibilities included overall supply chain management to deliver margin and cash goals set by investors. Worked across business to identify and mitigate global supply chain issues to continue to meet customer need and utilized Lean Six Sigma principles to transform operations and increase throughput of assembly lines to meet unprecedented demand.

### Operational Leader, Organizational Change Management

Created new organization design as leader of Operating team to improve structure and better meet the business needs. Changed plant operating structure, and supply chain leadership during business crises, while promoting several individuals and better utilizing skills of the team. Team had clear understanding of career path development and retention in Operating team increased significantly.

### Business & Financial Analyst, Pre & Post Acquisition Analysis

Responsible for pre & post acquisition due-diligence in the Private Equity space. Worked as part of the PE Operating team to identify value creation opportunities in Pricing, Cost Reduction, and Net Working Capital. Analyzed impact to financials and determined what value should be underwritten as part of purchase price determination. After acquisition, was responsible for working directly with newly acquired company to implement cost and cash savings. Formed PMO and developed relationships with acquired teams to achieve goals and identify further opportunities.

### Project Manager, Retail

Led team at Fortune 500 Retail Company to develop new inventory strategy across merchandising space. Analyzed Inventory levels at 150+ retail stores to understand issues and risks across supply chain to meet customer needs. Implemented financial methodology considering cost and cash to determine best option to reduce excess and obsolete inventory. Utilized Tableau Dashboards to simplify multiple ERP systems data sources and create reporting to track progress of initiative.

### Technology Expertise

- Microsoft Office 365
- SAP
- iLevel
- Tableau
- Alteryx

### Methodologies

- Pareto
- Power & Risk Pricing
- Waterfall Project Management
- Lean Six Sigma
- Total Cost of Ownership

### Deliverables

- Financial Business Case Analysis
- Pre & Post Acquisition Due-Diligence
- Capacity & Demand Planning
- Talent Planning
- Executive Presentations
- Budget Forecasts

