

Summary

Tech savvy strategist and leader with 13+ years of U.S. and international experience driving vision to action.

Career

Sample clients: Google, HP, Nokia, NetApp, Walmart, Energizer, Staples, Clorox, EnerNOC, P&G, SC Johnson

PricewaterhouseCoopers (PwC) | San Francisco, 2014 - Current

PwC is a global strategy, audit and management consulting firm. I help solve product strategy, business innovation and growth challenges for Technology and Consumer products companies.

Manager, Advisory Services (sample projects)

- Led the development of a product marketing and strategy roadmap for an Energy Intelligence Software (EIS) provider to help position them with target markets and C-Suite customers as an industry leader
- Developed sector specific cloud-based collaboration solutions and product opportunities leveraging PwC's strategic alliance with Google Enterprise Solutions (Google for work).
- Led the definition of a product strategy for a SaaS enabled carbon platform integrating legacy carbon markets with consumer facing applications to help drive market adoption of carbon credits.

Blu Skye Consulting | San Francisco, 2010-2014

Blu Skye is a boutique, strategy consulting firm. I helped define strategic programs for Fortune 100 companies focused on identifying new sources of value for the business, developing innovative partnerships and engaging stakeholders.

Strategy Consultant (sample projects)

- Developed strategy and led program implementation to capture \$50M in cost savings from supplier efficiency programs for a Fortune 100 Retailer working with their top tier hardware and technology products suppliers.
- Developed a 3-year product roadmap to enable growth in new markets for a US based manufacturer.
- Developed a sales enablement framework to integrate sustainability into sourcing and driving sales leads.

SAP | Palo Alto, 2009-2010

Sustainability Consultant

- Helped identify and engage business partners to co-develop new software solutions and bring them to market.

Walmart | 2009-2010

Sustainability Fellow

- Defined a strategy and implementation plan to launch a global employee engagement software platform.

Haas School of Business | Berkeley, 2008 – 2010

Sustainability projects

- Developed a social media strategy and initiatives for Nokia to engage external partners and stakeholders.
- Defined a global supplier sourcing model for Clorox to address social and environmental issues.

BearingPoint (formerly KPMG Consulting) | multiple locations, 2001-2008

BearingPoint is a global management consulting firm. I implemented strategic projects globally in New Zealand, Asia and the U.S.

Manager (sample projects)

- Conducted technology vendor selection and due diligence process resulting in cost reduction of over \$50M.
- Analyzed a global product failure and co-authored a CEO level report to overhaul existing practices.
- Defined best practice business processes to launch the first ever national telecom network in Thailand.

Education

- University of California, Haas School of Business, MBA, 2008-2010
- University of Auckland, New Zealand, Bachelors Dual Degree (Mathematics, Information Systems), 1997-2001

Other experiences

- Board Member, Bay Area Hispanic Institute of Advancement (BAHIA), 2008-2013
- Guest lecturer at Haas School of Business, UC Berkeley on sustainability strategy, 2012-current