

**TIMOTHY J. KLECZYNSKI**  
**Dearborn, MI 48124**  
**timothy.kleczynski@outlook.com**  
**313-316-5707**

Highly-organized, detail-oriented, and multi-disciplinary business professional with extensive experience in accounting-finance administration, operations, project management, planning, and business consulting roles.

Achieves and improves organizational, business, and financial objectives and performance by working proactively, collaboratively, and effectively with all levels and stakeholders.

Contributes and adds value to organizations by effectively leading and managing business operations, financial administration, strategic planning, and project management activities utilizing the following skills and competencies:

Accounting-Finance Administration	Business-Financial Systems	Business Planning & Budgeting
Business Strategy & Consulting	Business Transformation & Change	Cost Analysis & Prioritization
Financial Planning & Reporting	Operations Management & Excellence	Project & Program Management
Performance Analysis & Improvement	Process Improvement & Redesign	Revenue & Growth Strategies
Risk Management & Insurance	Team & Leadership Facilitation	Vendor Management & Negotiation

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## **PROFESSIONAL EXPERIENCE**

### **Blue Cross Blue Shield of Michigan, Detroit, MI**

*Business Consultant - Business Efficiency & Continuous Improvement* 2015 – 2018

- Managed and led business, financial, and strategic consulting services and oversight for successful implementation of 75+ enterprise-wide initiatives exceeding \$75 million in annual cost savings and business value as part of 3-year, \$350 million Strategic Business Transformation (SBT) Program;
- Program lead and liaison with Corporate Procurement to achieve \$100 million in annual cost savings
- Developed program portfolio data, reporting, performance dashboards, and status update presentations for Executive Leadership

### **Ally Financial Inc., GMAC-Motors Insurance Corp., Southfield, MI**

*Director - Strategic Planning, Internal Consulting, PMO, Business Process* 2008 – 2014

*Led and managed teams of business/financial professionals, internal/external consultants, and project managers*

- Delivered over 200 cross-functional projects and initiatives in U.S. and global business operations including product development, financial and operational reporting, process and performance improvement, business-finance system enhancements, cost savings, organizational change, regulatory compliance, internal controls
- Implemented corporate restructuring and other strategic initiatives resulting in annual cost savings of \$20M
- Researched, recommended, and implemented insurance regulatory, risk management, and growth strategies, products, and business processes for emerging bank-holding company structure and leadership
- Restructured and realigned Latin American insurance business operations and financial administration organization, personnel, products and market strategy resulting in 40% year-over-year revenue growth and 20% annual cost savings

*Sr. Manager - Operations & Finance, GMAC Risk Services Division* 2005 – 2007

*Managed and supervised cross-functional staff of 10-15 including accounting, operations, sales reporting, customer service, and IT for a start-up national insurance agency/brokerage focused on franchised automotive dealerships*

- Achieved three consecutive years of profitable growth taking business unit from a net loss position to positive earnings in first full year on the job; more than quadrupled earnings in second full year and achieved revenue CAGR of 25% over three-year period; reduced past-due accounts receivable more than 30%
- Prepared, analyzed, reported, and managed performance of \$12M annual expense budget
- Implemented new products, service providers, and internal business process and systems improvements to generate over \$125M premium and \$18M annual commission/fee income achieving an ROS over 30%

*Internal Consultant - Corporate Development & Strategic Planning Department* 2000 – 2004

*Managed and implemented internal consulting projects and organizational change initiatives focused primarily on business operations, financial administration, HR process improvements, and corporate growth initiatives*

- Redesigned accounting-finance department and processes resulting in shortened monthly close, 20% reduction in reporting errors/rework, and 15% staff reduction/reallocation
- Planned and facilitated senior executive leadership and management committee meetings, strategic planning workshops, and employee engagement sessions

- Prepared, reported, and managed performance of \$2M annual departmental budget

## **TIMOTHY J. KLECZYNSKI** Page 2 of 2

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### **Primedia Intertec Publishing Corp., Southfield, MI**

*Business Development Manager - Ward's Automotive Communications Division* 1997 – 1999

Developed, marketed, and implemented strategies for automotive OEM's, suppliers, dealers, and other clients to improve product development, manufacturing, and business-financial planning processes through the purchase and utilization of traditional print media, emerging data products, and new electronic/digital media technologies

### **Textron Automotive Company, Troy, MI**

*Business Manager - Sales and Marketing Group* 1996 – 1997

Prepared pricing proposals, business plans, budgets, financial analyses, and forecasts for automotive interior product programs; Negotiated and resolved customer commercial issues with buyers, cost estimators, and value analysts; approved invoices for payment and management of program capital expenditures

### **Ford Motor Company, Dearborn, MI and General Motors Corporation, Saginaw, MI 1988 – 1995**

*Accounting-Finance Management Development Programs* consisting of rotational assignments including general accounting, capital appropriations, cost and financial analysis, product development, and business planning in a variety of plants, business units, and divisions

## **EDUCATION**

### **University of Chicago, Booth Graduate School of Business, Chicago, IL**

*M.B.A. with Honors, Operations, Production, and Quality, GPA: 3.75/4.00*

Extensive coursework in Operations, Quality, Financial, and Strategy Management

### **Michigan State University, James Madison College, East Lansing, MI**

*B.A. with High Honor, Social Sciences-International Relations, GPA: 3.96/4.00*

Extensive coursework in International Business, Economics, Accounting, Finance, and Public Policy

## **LEARNING, DEVELOPMENT & COMMUNITY SERVICE**

- Leadership Learning and Nuts & Bolts Series - BCBSM
- Blunited Community & Learning Program Division Representative - BCBSM
- Presenting Persuasively - BCBSM & Dardis Communications
- Diversity & Inclusion, The Path to Cultural Competency - BCBSM
- The 4 Disciplines of Execution - FranklinCovey
- LEADing Ally Leadership Development Program
- Servant Leadership and Situational Leadership Training I & II - Ken Blanchard Companies
- Management by Strengths, a Team Building Program - MBS Inc.
- Essential Facilitation and Facilitating Change - Interaction Associates
- Business Process Modeling using ProVision Workbench - ProForma Corp.
- Process Mapping and Implementing Process Change - Orion Development Group
- Lean Six Sigma Greenbelt - Ally Financial / GMAC-Motors Insurance Corp.
- MAGIC Customer Service - Ally Financial / GMAC-Motors Insurance Corp.
- Certified *GoFast!* Coach - General Motors / GMAC-Motors Insurance Corp.
- Adjunct Faculty Member, Accounting & Business Administration Dept. - Baker College of Auburn Hills
- Board Member and past-Vice President, Riverbend Neighborhood Association
- Board Committee Member and Den Leader, Cub Scout Pack 1116
- Past Board Member and Treasurer, Joshua Howard Elementary & UM-Dearborn ECEC PTA
- Past Board Member, Business Administration Advisory Council - Baker College of Allen Park
- Past Board Member and Treasurer, MI 15<sup>th</sup> Congressional District Committee
- Past President and Board Chairman, University of Chicago Alumni Club of Metro Detroit
- Volunteer, Dearborn Public Schools Strategic Action Plan Team on Educational Cost Effectiveness