

Emily Wilson is a technology executive turned UX/UI Designer. Understanding stakeholder objectives & vision, and crafting user centric solutions through extensive research, strategy, testing, and collaboration. Emily turns problems into simple, well executed designs.



Professional Experience

Synechron (Dec 2017- Current)

Manager - Business Development - Morgan Stanley Account

- Developed strategic partnerships aimed at the adoption of innovative technology solutions and consulting services.
- Responsibilities included new opportunity generation, sales process management, account-based marketing, strategy formulation, and client relationship management.
- Leader for growth initiatives for the Institutional side of the Morgan Stanley account, working with our global team to manage and grow our consulting team of 300+ consultants within Morgan Stanley.
- Successfully grew our digital (UX/UI), technology, and business consulting practices within the Morgan Stanley account, surpassing quota requirements and growth goals.

PCM (Jan 2017- Dec 2017)

Senior Account Executive - Enterprise Field Sales

- Generated new business opportunities including professional services, managed services, hardware, and software sales.
- Provided a consultative approach when recommending and designing end to end technology solutions for cloud, on-premise, and hybrid data center solutions.
- Presented solutions to customer executive teams (IT Directors, CIO's, COO's CFO's, etc) explaining the benefits, overall transformation strategy, and return on investment.
- Managed stakeholder requirements and expectations as well as engineering deliverables to ensure successful completion of projects.

FusionStorm (Jan 2013- Jan 2017)

Account Executive - Global Enterprise Field Sales

- Promoted from Account Executive Associate to Account Executive.
- Worked closely with district managers, inside sales representatives, engineering team, legal team, and project managers to ensure open communication and a successful delivery of the contracted solutions.
- Oversaw entire project lifecycle and ensured recommended solutions met all required business, technical, and financial objectives.
- Negotiated pricing with 3rd party vendors and clients while maintaining minimum of 20% gross profit on every transaction and services engagement.

Market Resource Partners (Nov 2009-Jan 2013)

Lead Business Development Executive - Capital Markets Consulting

- Promoted from Business Development Executive at MRP to Lead Business Development Executive for parent company First Derivatives.
- Maintained status of #1 Revenue Generating Business Development Executive during my year at MRP.
- Responsible for working with global leaders and developing a sales strategy for First Derivatives' North American region.
- Grew consulting practice in the North American region by expanding existing relationships with global Investment Banks.

Skills

Specialties

UX/UI Design
User Research
Strategy
User Flows
Sitemaps
Wireframes
Prototyping
User Testing
Data Analysis
Responsive Web Design
Experience strategy
Interaction design
Specifications
Workshops

Tools

Sketch 3
Balsamiq
Axure RP Pro
Adobe Creative Suite
InVision
UserTesting
UsabilityHub
Atom
Github
HTML5
CSS 3
Javascript

Education

Bloc.io

(March 2017- Oct 2018)
UX/UI Design

**Saint Joseph's
University -
Erivan K. Haub
School of Business**
(Sept 2005 - May 2009)
B.S. Business
Administration

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