

Emily Wilson is a senior 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 all 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, and hardware/software sales.
- Provided a consultative approach when recommending and designing end to end technology solutions for cloud, on-premise, and hybrid data center environments..
- 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.

FusionStorm (Jan 2013- Jan 2017)

Account Executive - Global Enterprise Field Sales

- Promoted from Account Executive Associate to Account Executive after establishing my own book of business.
- 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.

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.
- Grew consulting practice in the North American region by expanding existing relationships with global Investment Banks.
- Maintained position as #1 Revenue Generating sales representative.

Skills

Specialties

Experience strategy
Competitive analyses
Interaction design
Journey mapping
Personas
Prototyping
Specifications
UI design
User flows
User research
Usability Testing
Wire framing
Workshops

Tools

Sketch 3
Adobe Creative Suite
Balsamiq
Axure RP Pro
InVision
UsabilityHub
Atom
Github
HTML, CSS
Javascript

Education

Bloc

(March 2017- Sept 2018)
UX/UI Design

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