

# STEPHEN BORENGASSER

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## EXECUTIVE LEADERSHIP | CxO Operations | Strategy | Innovation | Growth

Creative, results-oriented servant leader with expertise driving strategy, transformation, and innovation for B2B and B2C companies. Over 20 years of multifunctional experience building, launching, and scaling businesses across all stages of development in Asia-Pacific and North America. Uses superior communication and analytical skills and a people-first approach to drive rapid action with organizations. Quickly establishes and maintains rapport with people of diverse backgrounds and professional levels. Experience in multiple industries including consumer goods, industrial products, home services, insurance, nonprofits, technology, and professional services.

- Consumer Goods
- Operating Models
- International Business
- Manufacturing
- Financial Management
- Leadership Development
- Technology
- Transformation
- Economic Thinking

### PROFESSIONAL EXPERIENCE

#### **BORENGASSER PARTNERS, LLC** Atlanta, GA

2024

##### **Founder & Principal** (February 2024 - Present)

- Founded Borengasser Partners to provide fractional and interim CxO services, board directorships, and strategic consulting, leveraging extensive global experience and a multidisciplinary approach to drive transformational growth and operational excellence in diverse business environments.

#### **THREE FIVE TWO, INC.** Atlanta, GA

2019 – 2024

##### **Executive Vice President** (April 2023 - February 2024)

- Executive leadership role for a 50+ employee digital growth and innovation agency. Accountabilities included company strategy, new business growth, service delivery, and company transformation. Led a total organization of 40+ employees across growth and service delivery.
- Formalized systems and structures across growth and service delivery organizations to execute strategy, build scalability, and improve profitability.
- Led the rebranding of our company and a new growth strategy to achieve repeatable 20% year-over-year growth. Quadrupled annualized new business growth in 9 months in a tight market for our services.

##### **Senior Vice President of Practitioner Enablement** (October 2022 - March 2023)

- Established and led our service delivery organization of 40+ practice leaders and practitioners including our product management, insights, design, technology, and marketing capabilities.
- Built leadership capability with practice leaders, instilling a servant leadership approach focused on employee growth, development, and empowerment.
- Increased the scalability of our business by leading practice leaders through the development of a framework to deliver healthy, independent teams to every client engagement.

##### **Vice President of Product Management** (April 2022 - February 2023)

- Founding leader of a new product management practice of 5 employees.
- Led our team of engagement strategists, building product management capabilities to lead large, complex digital product initiatives while ensuring an exceptional experience for their clients and teams.
- Coached employees through professional growth with one team member receiving a promotion to Vice President.

**Business Lead, Innovation** (April 2019 - March 2022)

- Led a team of 6 product managers and researchers while consulting on new venture development and digital transformation for clients.
- Guided Three Five Two leadership in the development of a new operating model and organizational structure.
- Brought a new digital business from concept to market in 90 days for a \$40 billion insurance and financial services client.

**INVISTA, S.à r.l., Kennesaw, GA**

2017 – 2019

**Senior Director of Innovation Business Development**

- Led innovation programs for the STAINMASTER® and ANTRON® flooring brands.
- Accelerated a partnership with a national office supply retailer to test the viability of selling a consumer flooring brand through a new channel to commercial markets. Went from pitch to launch in two U.S. markets in 90 days.
- Led a program to develop and test disruptive technology for commercial and residential flooring manufacturing. Accelerated progress by securing a \$1 million investment to advance the technology from the lab to pilot scale.

**SKETCHBOOK STRATEGIES, Roswell, GA**

2016 – 2017

**Founder & Principal**

- Consulted with industrial product and service organizations to revitalize stalled growth by aligning with customers' lean manufacturing systems.
- Identified and qualified new business opportunities; built, developed and managed the sales pipeline.

**KIMBERLY-CLARK CORPORATION, Roswell, GA**

2001 – 2016

**Innovation Strategy Leader, Kimberly-Clark Professional, North America** (2015-2016)

- Led the commercialization team for ONVATION™, a new service model for commercial customers of KLEENEX® and SCOTT® brand products based on internet of things (IoT) technology.

**Associate Director of Industrial Marketing, Kimberly-Clark Professional, North America** (2014-2015)

- Led marketing for a \$400+ million business targeting industrial customers throughout the U.S, Canada and Mexico.
- Generated 5.5% revenue growth with new incentive programs for industrial supply distributors.

**Platform Leader, Kimberly-Clark Professional, North America** (2013-2014)**Platform Leader, Kimberly-Clark Professional, Asia-Pacific** (2012-2013)

- Led the development of a new service platform for industrial customers from concept through commercialization across 14 countries in Asia-Pacific and North America. Increased average product deal size in both regions by 33%.

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**ADDITIONAL EXPERIENCE**


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**KIMBERLY CLARK CORPORATION***Category Marketing Manager, Kimberly-Clark Professional, Asia-Pacific* (2010-2011)*Global Strategy Manager, Kimberly-Clark Professional* (2009-2010)*Strategy Analyst, Kimberly-Clark Professional* (2006-2009)*Competitive Intelligence Leader, Kimberly-Clark Professional* (2005-2006)*Operations Leader, HUGGIES® Diapers* (2004-2005)*Process Engineering Leader, HUGGIES® Diapers* (2002-2004)*Materials Scientist, HUGGIES® Diapers* (2001-2002)

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**EDUCATION**


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**Executive Masters of Business Administration**, Goizueta Business School, Emory University, Atlanta, GA**Bachelors of Chemical Engineering**, Auburn University, Auburn, AL