
CxO / EVP / President / Interim Executive

**Strategic Leadership † Technology & Financial Services † Executive Data Leader † Public Speaker †
Change Agent/Business Transformation † Mergers & Acquisitions † Acquisition Integration † Consulting**

Having directly influenced more than \$1 Billion in revenue attainment in my career and been personally responsible for more than \$200 Million in product launches, I have over 20 years of award-winning experience in business & product line management. My rare benefit is international business leadership experience in the modern data world. Focus marketplaces include FinTech & Financial Services, Telco, PropTech & Real Estate Services. I thrive in high energy, dynamic environments where ambiguity and strained resources are constant pressures. Using imaginative approaches, I inspire, coach and collaborate to accelerate growth, scaling businesses ranging from \$15M to \$700M. I eliminate uncertainty at speed with data driven decision making and a core focus on empowering teams with hands on guidance. My experiences with human centered design and behavioral data have allowed me to conceive, design and generate brand new products directly with customers. This customer centric foundation is critical to my accomplishments.

- ✓ **Creator and grower of data driven products & businesses**
- ✓ **Highly disruptive and visionary digital leader**
- ✓ **Natural strategist & futurist**
- ✓ **Unparalleled operational execution acumen**

Key Skills: Fast moving Interim Executive • Business turnaround/growth • Inventive problem solver • Cloud Services & SaaS • Change manager • Big Data product delivery • Contract & vendor negotiation • Acquisition integration • Cost savings

BA Corporate Strategy, Marketing and Advertising, University of Bedfordshire, United Kingdom.

PROFESSIONAL EXPERIENCE

Nov 2019-Present

Founder, Owner & CEO, Alignment, Execution & Growth Consultancy

- Conceive and design global go-to-market strategy for a leading Cybersecurity firm with focus on Consumer Identity Protection, Business Data Breach and InsureTech.
- Advisor to consumer data furnisher bettering the lives of consumers by delivering their rent and utility payments history and real-time data to the credit bureaus. Core focus on establishing greater footprint in Financial Services, Insurance, Employee Benefits and Property verticals.

Feb 2017-Nov 2019

RealPage Inc., General Manager, RealPage Screening

- Selected by Executive Vice President to address significant product, process and operational deficiencies in a business turnaround.
- **Full P&L (\$95M)** ownership and responsibility for RealPage Screening. Achieved 7% growth 2017, 4% growth in 2018 and **expanded margin by 200 basis points** in consecutive years.
- Acquisition lead for Screening on **\$250M asset purchase** of On-Site, Inc. Achieved **\$2M expense synergies** <6mths, **\$6M total**) including data center migration to Cloud.
- Launched **first Artificial Intelligence (AI) Machine Learning platform** into Multifamily – **delivering up to \$25M incremental revenue over first 3 years in market**
- Leadership experience for +130 team members. Cross functional leadership of 400+.
- RealPage CEO Recognition Award for 1) Fraud Prevention, 2) One-Click Order Fulfillment and 3) Artificial Intelligence Platform.

- Apr 2015-Feb 2017** **Experian North America, Vice President, Product (Consumer Services – White Label)**
- Optimized and **maximized \$185M SaaS business line** reporting to President.
 - Introduced **\$360 million acquisition** of CSID, Austin TX.
 - Managed Experian Consumer portfolio – **\$700M D2C and White Label SaaS**.
 - Launched >15 white label fraud/credit risk products within marquee brands; **USAA, Morgan Stanley, Wells Fargo, Discover, AmEx and AAA**.
 - Board reporting – bid managed and **secured \$5 million investment for closure of legacy platform** and migration of over 10 million subscribers to new platform.
- Jul 2012-Apr 2015** **Experian North America, Senior Director, Product Management (Consumer Services)**
- Introduced product launches for marquee brands; **AmEx, Discover and Wells Fargo**.
 - Impacted revenue with **launch of \$30M fraud/identity product line**.
 - Conceived and delivered Experian Program Team – **prioritized, resourced, mitigated risk for \$90M business**.
- Oct 2010-Jul 2012** **Experian UK & I, Head of Product, Credit Services (Credit and Marketing Services)**
- Joined Leadership Team to manage product strategy for Experian small medium business.
 - Gained budget for SMB strategic programs; **£9M development budget**.
 - Accelerated product and marketing programs for Experian SMB UK & Ireland.
- Jul 2009-Sep 2010** **Experian UK & I, Head of Product & Data, Payments (Decision Analytics)**
- Championed SaaS identity platform for bank account validation and verification software.
 - Delivered **new business revenue in excess of £8M** for propositions over two years.
- Jan 2009-Jul 2009** **Eversheds Sutherland UK, Senior Pitch Manager (Interim Manager), Professional Services**
- Revenue generation for global law firm bid managing legal **contracts up to £100M**.
- Aug 2006-Jan 2009** **Eagle Eye Solutions (2ergo), Head of Product Management, SaaS Platform**
- Introduced as Product Owner **£25M messaging product**.
 - Sold and contracted **£175M central government framework agreement**.
 - Led pre-sale and sale for **£7M client win** for O2 Telefonica.
- Dec 2002-Aug 2006** **Founder & Managing Director, Time Machine Executive**
- Grew market research boutique consultancy servicing £multi-million contracts with major clients across EMEA; **O2, Mobilkom, Channel 5, ITV, Orange, Ericsson** and more.
 - Delivered market entry and extension strategies with named organizations.
- Aug 1999-Dec 2002** **Gartner Inc. (London), Senior Consultant, Technology Marketplace**
- Awarded 2001 UK & Ireland Consultant of the Year – Gartner Winners Circle recipient.
 - Generated new business and billable hours for technology practice (IT & Telco focus)
 - Authored and published white paper on Integrated Services Market (2001).

Qualifications / Awards:

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| ✓ Innovation: AI Screening Jun 2019 | ✓ Platinum Aspire Award Apr 2015 |
| ✓ Innovation: Order Fulfillment Nov 2017 | ✓ People's Choice Award Nov 2012 |
| ✓ Innovation: Fraud/Identity Aug 2017 | ✓ Expertise with APM, Prince 2 & Six Sigma |
| ✓ People's Choice Award Oct 2015 | ✓ Finance for Non-Financial Managers |

Personal Details:

Visa Status: Green Card holder. Open to relocation if required.
Interests: Family, personal development, avid reader, sports, running – completed three London Marathons, hosting/dining friends, travel, live music & concerts.