**Greg DellaFranco**

**IMPACT-DRIVEN CORPORATE DEVELOPMENT EXECUTIVE**

**SUMMARY**

**CONTACT**



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Versatile corporate development executive with the proficiency to lead an M&A program and the experience to execute an individual transaction. Experience assessing new markets and competitive landscapes, developing growth strategies, new business models, new channels with experience across a number of different transaction types, sizes, and complexities. Thrives in a collaborative culture and in a fast-paced environment where speed to market is imperative. Possess an engaging work style and a can-do / will-do attitude. Ability to interact with multiple levels of management, build high-performing teams, and collaborate cross-functionally.

* **Deloitte** | **Senior Manager, Corporate Development** | Feb 2022 – April 2023; Oct 2015 - Jan 2018

***Impact:*** Completed acquisitions in Tech Consulting, Analytics, Cloud, & Financial Services; Built sourcing program for Sustainability Strategic Growth program including a portfolio of 9 prioritized targets

* **Northrop Grumman Ventures** **| Director** | Sept 2020 – Dec 2021

***Impact:*** Built venture capital program from ground up. Closed 2 investments and managed a portfolio of 10 prospective investments

* **Messagepoint** | **VP, Partners & Alliances** | Jul 2018 - Apr 2020

***Impact***: Built partner program from the ground up. Established, and managed, 20+ global new partners

* **KPMG | Director, Corporate Development** | Mar 2013 - Oct 2015

***Impact:*** Completed acquisitions in Tech Consulting, HR Transformation, Data & Analytics, & Software; Managed Strategic Growth program including a portfolio of 12 acquisition candidates

* **Accenture** | **Director** | Jan 2012 - Mar 2013; Feb 1996 – Mar 2009

***Impact:*** Launched global digital SaaS business ($10M revenue); closed two joint ventures ($1B value); Created ecosystem for new digital offering; Managed global SaaS ecosystem with $1B pipeline; Closed multiple venture capital transactions

* **BMO | VP, Strategy** | Sep 2009 - Dec 2011

***Impact***: Created BMO Small Business multi-channel strategy ($2M revenue); Created BU annual strategic-planning process and innovation framework

**EXPERIENCE & IMPACT**

**SKILLS**

Integration

Operating Model Development

Executive Presence

Negotiations

Relationship / Network Builder

Business & Growth Strategy

Due Diligence

Acquisition Strategy

Multidisciplinary Team Leader

Target Sourcing & Screening

Investment Thesis Development

Performance Measurement

Market & Competitive Analysis

**SELECT DEAL SHEET**

* OrbitFab, Space Technology (venture capital)
* Deepwave Digital, Artificial Intelligence (venture capital)
* Informis (US), Financial Services (acquisition)
* Casey Quirk, Financial Services (acquisition)
* Bug Insights, HR Analytics (acquisition)
* Day1 Solutions, Amazon Web Services (acquisition)
* ATADATA, Cloud Migration Services (acquisition)
* Market Gravity Innovation (acquisition)
* TowersWatson, HR Transformation (acquisition)
* Link Analytics, Data & Analytics (acquisition)
* Axia Consulting, Workday (acquisition)
* G2 FinTech, Tax Analysis & Compliance Software (acquisition)
* $400M Joint Venture with Pacific Dunlop (Australia)
* $900M Joint Venture with BC Hydro (Canada)

**STRUCTURES sTRUCTURES**

* M&A, Joint Ventures, New Ventures, Venture Capital, and Alliances

**INTERNATIONAL**

* Conducted business in: Australia, Singapore, UK, Canada, Germany, Finland, France, and Turkey

**EDUCATION**

* B.S, Economics | **Illinois State University**