



Contessa Hoskin, MBA, PMP

Business and Technology Executive | Board Member | Strategy and Execution
Diverse Industries | Program/Portfolio Management (PMO) | M&A
Business Innovation, Growth and Transformation

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Summary

- Optimize financial, people and technology innovation and performance across diverse industries.
- Partner with c-suite as part of executive leadership team to create \$6+ billion business unit AOP, business strategy, product solutions and execution plans.
- Own global EPMO, operations and portfolio P&L exceeding \$1.5+ billion.
- Lead multimillion-dollar transformations, M&A integrations and corporate turnarounds of \$2+ billion.
- Build dynamic talent pipeline as recognized servant leader committed to business excellence.

Selected Accomplishments

- Created global PMO organization to drive \$80 million business transformation with over 5,000 employees across 250 major initiatives in Australia, UK, Spain and US.
- Created and influenced culture shift from status reporting to performance measures and KPIs.
- Instituted first-time operational excellence capabilities to ensure synergy capture and sustainment.
- Provide critical triage for multiple active global integration programs to capture deal synergies.
- Lead financial performance planning/management program and portfolio management of US business portfolio worth over \$800 million P&L across 1,500 programs and initiatives.
- Lead high-risk turnarounds requiring \$3+ million capital spend.
- Managed turnarounds and performance improvement including P&L risk mitigation for clients worth \$100M to \$1+B.
- Directed multiple M&A capture, integration and corporate turnaround projects valued at \$500+ million assuring revenues exceeding \$250 million.
- As part of executive leadership team, owned \$1.5 billion IT PMO and Business Capture Management function supporting a \$6+ billion business unit.
- Led portfolio management of enterprise-wide initiatives, producing \$20 million cash, \$3.4 million operating profit, \$10 million cost reductions and \$500,000 risk reductions.
- Managed \$10+ million P&L portfolio of domestic and international accounts with 10% to 15% profit margin in a highly competitive, fast-paced injection molding manufacturing industry.
- Sponsored and managed a two-year business unit engineering rotation program, leading high-potential junior employees through technical and non-technical rotations.

Key Qualifications

- P&L ownership, Lean portfolio management
- Global operational excellence, transformation
- Financial planning and forecasting (EVMS)
- Mergers, acquisitions and integrations
- Corporate restructure/infrastructure alignment
- Strategy planning and execution
- Program/portfolio management (PMO)
- Customer experience
- Vendor/supplier relations
- Lean Six Sigma BB, TS clearance

Career Progression

- Wex, Inc., 2021-2023
 - *VP, Global M&A Business Integration*
- Genesis Care, 2021
 - *SVP, Global Head of Corporate Programs (EPMO Contract)*
- MetLife, 2018-2020
 - *AVP, Program and Portfolio Management, US Business - Global Technology*
- HCSC/BCBS, 2017
 - *Division Vice President, Program and Performance Management*
- Raytheon, 2005 - 2017
 - *Senior Manager, PMO and Client Engagement, IDS - Global Technology*
 - *Senior Manager, Enterprise Business Consultant*
 - *Program Manager, Space and Airborne Systems*

Education

- EMBA, Cox School of Business, Southern Methodist University, Dallas, TX
- BS, Electrical Engineering, McNeese State University, Lake Charles, LA

Achievements and Board Service

- Member, Associate Board of Directors, Cox School of Business, SMU, 2020 - Present
- Global Mentoring Excellence Award, Raytheon, 2012