



# Contessa Hoskin, MBA, PMP

- Business and Technology Optimization • Growth and Transformation
- Strategy and Execution Management • Business Innovation • M&A Integration

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## Summary

- Optimize financial, people and technology innovation and performance across diverse industries.
- Lead multimillion-dollar transformations, M&A integrations and corporate turnarounds of \$2+ billion.
- Partner with c-suite to create \$6+ billion business unit AOP, business strategy and execution plans.
- Build and lead global EPMO including strategy, business operations and SaaS product and technology solutions for portfolio P&L exceeding \$2.5 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.
- Led financial performance planning/management program and portfolio management of US business portfolio worth over \$800 million P&L across 1,500 programs and initiatives.
- Led high-risk turnaround 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 assuring revenues of \$250 million.
- As part of executive leadership team, owned \$1.5 billion IT PMO and Business Capture Management function.
- 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 with 15% profit margin in a highly competitive, fast-paced global injection molding manufacturing industry.

## 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)

## Career Progression

- NIKSOH Consulting, 2023-Present
  - *Consultant, Fractional COO, PMO, Transformation, M&A, Product Strategy*
- 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, Alumni Board of Directors, Cox School of Business, SMU
- Member, Health Wildcatters Investment Services and Accelerator, Dallas, TX

## Leveraging Transformation for Sustainable Evolution

Technology & Product • Operations & Performance Management  
 • P&L Management • Corporate Development & Strategy