

Rob is an accomplished executive with a career spanning over 25 years in organizational strategy and operations, providing business operations leadership and support to organizations in startup and periods of high growth. He is universally recognized for his EQ skills, strategic leadership, ability to orchestrate teams to achieve results, and maximizing productivity while bridging the gap between delivery and financial performance. Specifically, Rob has excelled at mapping and leading operational integrations post-acquisition to achieve business synergies in the areas of enterprise resource management, sales operations, and business intelligence.

Rob is an energetic, pragmatic and authentic leader who can easily transition from big picture strategic thinking to tactical execution and back, which has proven to be an invaluable leadership skill particularly during periods of high organizational growth. He inspires others to follow and execute his vision, creating a strong team culture to enable individuals and teams to produce their best results. He is a collaborative business partner and advisor skilled at building credibility and trust to drive strategic objectives.

Rob recently founded Ott Management Solutions, capitalizing on his experience and providing strategic operations leadership to support organizations in startup and periods of high growth, such as conducting business process gap analyses to identify challenges to growth and expansion. Rob engages in executive leadership development and coaching with senior leaders and is pursuing a professional certification in this field. He is known for his effective and straightforward coaching style, having mentored and coached employees and executives across many disciplines.

Previously, Rob was Senior Vice President of Business Operations at Precision for Medicine (Precision), where he honed his skills by serving as a member of the executive team. He led the development of annual strategic objectives in conjunction with financial targets, as well as supported the business through day-to-day operations. Rob developed growth strategies in 10+ countries across North America, Europe, and Australia, responsible for \$400M+ Sales Targets and \$1.5B worth of proposal services. Rob's leadership scope included process and resource optimization. Under his leadership, total resources increased to 2,000 from <10 employees. He set priorities, identified and bridged gaps to maximize productivity, and built a stakeholder engagement plan to ensure success. Rob created a regular cadence of robust, consistent communications plans between divisions, incorporating data analytics and key performance indicator implementation to ensure working alignment and proper information flow.

Before his time at Precision, Rob led the infrastructure enhancement and optimization in a small niche oncology CRO (ACT Oncology) to position that company for an acquisition. He and the leadership team developed and rolled out a three-year infrastructure plan, successfully growing the business by 20%+ YOY which led to the acquisition by Precision for Medicine 4 years later.

Rob's mindful, purpose-driven approach to driving projects has demonstrated his unique value proposition. He leads teams by core tenets to be intentional, reliable, collaborative. He is a highly strategic, courageous, and empathetic leader with a solid commitment to communicate candidly, inspire connections to deliver value, and emphasizing the importance of developing followership through leading by example. The impact Rob strives for extends beyond business success into the career and lives of those he works with.

Rob received his MBA From Rider University and Bachelor of Science from The College of New Jersey Ewing. He holds certificates for Leadership & Strategic Impact Executive Education from Tuck School of Business, Dartmouth College, and received his Project Management Professional Certification from the Project Management Institute.