OBJECTIVE

I am seeking a permanent position in international business where I can utilize the full breadth of my strategic planning, business analysis and management experience.

PROFESSIONAL PROFILE

*Business Analysis, Strategy, Management*

Accomplished International Business Professional with extensive strategy, business analysis and management experience in publishing, government (current TS/SCI security clearance), professional services, e-business and other industries. Strong communication and collaboration skills that strengthen relationships and interactions with customers, partners and senior corporate management. Proven success in cross-cultural environments, including Asia, Europe and North America. Fluent in English and German. Open to travel and potential relocation. MBA/MIM with focus in international finance and management.

***Strategy:***

* Performed top-down strategic planning and scenario planning with emphasis on economic, market, international and competitive environments.
* Conducted risk analysis and mitigation studies.
* Gathered data and produced strategies in the following categories: operations, product, technology, marketing, sales, competitive intelligence, business, and internationalization.
* Provided management with acquisition and divestiture research and advice.

***Business Analysis****:*

* Carried out competitive intelligence and financial analysis.
* Conducted information gathering using facilitation, interviews or documents.
* Engineered business process and developed associated documentation.
* Employed experience in all stages of the system development life-cycle (waterfall and rapid development).
* Developed business logic/flow diagrams
* Created “use” and “test” cases.

***Management:***

* Performed project and program management.
* Operated in a professional services environment.
* Accumulated a successful international track record.
* Accrued experience in a startup environment.
* Managed contractors and vendors.
* Negotiated and administered contracts.
* Managed team up to 40 technical personnel.
* Held P&L responsibility.

##### PROFESSIONAL EXPERIENCE

**DSA INC.** *Ft. Monmouth NJ* 2006–2010

Consultancy specializing in strategic, mission critical IT solutions for the federal sector.

***Client: Program Executive Office Command Control and Communications Tactical (PEO C3T) , US Army***

An organization that revolutionizes the U.S. Army by applying state-of-the-art information technology to the modern battlefield.

**Director Strategic Communications** 2007–2010

* Lead team that developed and executed the PEO’s strategic communications plan “Connect to the Future”.
* Developed and implemented scalable process for gathering, maintaining and transferring modular strategic communications materials in an automated setting that was developed in collaboration with target audiences.
* Built Strategic Partnerships with external organizations based on common interests and desired outcomes (ASA (ALT), OCLL, Army G3 and G8, OCPA and others).
* Defined objective oriented strategic communications campaigns and developed strategic communication plans.

**Collaboration Tools Project Manager** 2006–2007

* Managed implementation of collaboration tools (IBM Sametime) for the Army Acquisition Community in collaboration with Defense Information Systems Agency (DISA) Net Centric Enterprise Service (NCES).
* Negotiated and reviewed contracts, supervised and built long-term relationships with vendors (IBM, Adobe, Jabber, AT&T).
* Worked on Army forward-looking technology projects from technology evaluation to implementation.

**INDEPENDENT CONTRACTOR**, *New York, Vancouver & Amsterdam* 2000–2007

Business and competitive intelligence consulting with international clients in publishing and professional services.

###### Consultant/Contractor for sales and solutions delivery

###### *Clients: McGraw-Hill, RSG Systems, Blast Radius, ITT/Frost and Sullivan and others.*

* Assisted McGraw-Hill in planning, defining and executing competitive intelligence strategies.
* Created and executed strategic and tactical competitive intelligence projects for McGraw-Hill and other clients.
* Trained McGraw-Hill Construction Information Group sales force in handling competitive sales situations.
* Provided McGraw-Hill with oversight of key competitors’ strategies, products and pricing.
* Identified competitor strategies, and assisted with developing counter strategies for various clients.
* Planned and managed a medium-sized e-business consultant’s expansion into the European Market.
* Worked with mid-sized professional services organizations to develop strategies and more effective delivery processes.
* Analyzed organizations and processes to identify high value initiatives.
* Prepared and presented successful sales proposals for mid-sized professional service clients.
* Developed and instructed a competitive intelligence workshop for the executive team of ITT.

**SCIENT**, *New York, New York* 1999–2000

Leading e-business consultancy with offices in the United States, Europe and Asia.

###### Consultant as Lead Strategist, Lead Business Analyst and Organizational Developer

* + Worked on a variety of e-business engagements for clients ranging from startup to enterprise organizations.
	+ Gathered, defined and documented business processes/flows; translated those processes/flows for use in use cases and test cases for service and product companies.
	+ Participated in evaluation of Scient’s and medium-sized product companies’ competitive intelligence needs.

**SELF-EMPLOYED CONSULTANT**, *New York, Boston, Hong Kong & Thailand* 1997–1999

Independent consulting providing services for large media, publishing and executive education organizations in the United States and Asia.

###### Consultant/Owner for sales, contractor management and solution delivery

###### *Clients: McGraw-Hill, Boston International Chamber of Commerce, Air Charter Guide, Yacht Charter Guide, Asia Inc Magazine, and Asia Times.*

* Helped McGraw-Hill identify and implement business opportunities for joint ventures and acquisitions in Asia.
* Worked with small trade publishing clients to develop, launch and sell new products that aided their diversification efforts.
* Planned, organized and negotiated the setup of an Asian Research Unit in Thailand for McGraw–Hill.
* Assisted in planning and executing executive seminars in Asia for US-based organizations.

**MANAGER GROUP PUBLIC COMPANY, LTD.**, *Hong Kong & Thailand* 1994–1997

Media business of companies in the Asia Pacific Region; core business involved magazine and newspaper publishing, printing and production.

###### Management Positions including General Manager, Project Manager and Director of Project Management

* Designed and negotiated joint venture and business proposals related to media operations in Asia Pacific.
* Project Managed creation of production facilities for *Asia Times* — a regional, daily, English language newspaper with offices in Bangkok, Hong Kong, Singapore and New York.
* Established and served as General Manager of media production for a startup company, Asia Imaging Network, Ltd.
* Managed multinational computer networking and information technology projects for publishing.
* Assisted management in transforming an Asian media group into a transparent entity accessing western financial markets.

**SELF-EMPLOYED CONSULTANT**, *Bennington, Vermont* 1992–1993

IT and business consulting contractor for small and medium-sized service and manufacturing organizations.

###### Consultant/Contractor for sales and delivery

***Clients: STG Technologies, Prospect Nursing Home***

* Helped manufacturing clients integrate information technology into workflows and developed new product cost tracking.
* Implemented new computer systems for a nursing home and trained staff on use of the systems.

**ARIZONA JOINT COUNTER NARCOTICS TASK FORCE**, *Ft. Huachuca & Phoenix, Arizona* 1990–1992

Task force working with Federal and State agencies to coordinate joint military support to counter narcotics operations.

###### Director of Intelligence for all strategic and operational narcotics intelligence

* Developed, implemented and managed complex, all-source intelligence organization for counter-narcotics operations.
* Supplied intelligence for long-term strategic planning and policy making on state and national levels.
* Provided daily actionable operational intelligence.

**VARIOUS SALES & MARKETING EMPLOYERS**, *Tucson, Arizona & Boston, Massachusetts* 1989–1990

Performed sales and marketing in educational travel and financial planning.

###### Sales & Marketing Representative

***Employers: First Financial Planners, American Educational Travel.***

* Assessed customers’ needs and developed tailored solutions.
* Generated new and repeat clients for educational travel operator; responsible for marketing, sales and servicing of products.
* Earned securities and insurance licenses.

 MILITARY

**UNITED STATES ARMY** 1988–Present

Served in a mix of Active Duty, Reserve and National Guard positions. Possess current TS/SCI security clearance.

###### Current Rank Major – Military Intelligence, U. S. Army Reserve

* Served in assignments ranging from Platoon Leader to Joint Interagency Intelligence support of Multinational Peace Keeping Operations.
* Chronological record of duty assignments:

Battle Intelligence Center (BIC), 1/172 AR 1988–1988

Scout Platoon Leader, 1/172 AR 1988–1990

Assistant S2, 2/180 FA 1990–1991

Counter Battery Officer, 1/180 FA 1991–1992

S2, Arizona Joint Counter Narcotics Task Force 1990–1992

Scout Platoon Leader, 2/172 AR 1992–1993

Assistant S2, 1/180 FA 1993–1995

IRR (Individual Ready Reserve) 1995–1997

IMA Operations Officer, G-2 Plans and Operation Eighth United States Army, Korea 1997–2002

IMA Intelligence Analyst, Balkans Section, Joint Analysis Center, England 2002–2002

Watch OIC, National Intelligence Cell (NIC), Bosnia 2002–2003

IMA Operations Officer, European Plans and Operation Center – Anti-Terrorism Division, Germany 2003–2006

IMA Intelligence Officer, Life Cycle Management Command – Deputy Chief of Staff Intelligence 2007–2010

USAR 302nd Information Operations Battalion - Section Lead (Web OPS) 2010-present

EDUCATION

**THUNDERBIRD SCHOOL OF GLOBAL MANAGEMENT** 1995

**Master of International Management/MBA**

* + Concentration in international finance and business management

**UNIVERSITY OF VERMONT** 1988

**Bachelor of Arts in History and German Literature**

* + Minor in political science

TRAINING

LEADERSHIP STRATEGIES INC.
**The Effective Facilitator 2000**

RATIONAL
**Software Development in an Object Oriented Environment 1999**

ASIA INC. SCHOOL OF MANAGEMENT
**Mini-MBA in International Business 1997**

ASIA INC. SCHOOL OF MANAGEMENT/PROJECT MANAGEMENT INSTITUTE
**Managing Projects in Organizations 1996**

THE LEARNING TREE
**QA & Testing 2000**

**Strategic Project Management: Achieving Organizational Goals 2009**

US ARMY

**Command and General Staff College, Phase I**

**Combined Arms and Services Staff School**

**Officer Basic and Advanced Courses, Military Intelligence**

**Officer Basic Course Field Artillery**