



# Chris Pearson

Managing Director

## Profile

*Astute managing director, with over 15 years of exposure to deal with complex macro issues that may threaten company profitability and longevity by providing innovative turn-key solutions resulting in significant expenditure savings of up to 30%. Act as the advisory to the board of directors with demonstrated expertise in persuading and negotiating shareholder representatives regarding most appropriate mergers and acquisition strategies. Currently pursuing a Ph.D. in Strategic Management via Cambridge University.*

## Employment History

May 2019 – May 2019

### Managing Director at Oreion Mining Supplies, Sacramento

October 2017 – May 2019

*Worked closely with the CEO to evaluate a variety of technology systems and customize a platform incorporate the best functionalities of these systems in one consolidated application to standardize operating procedures across 30 business entities.*

- Develop and oversee research and development programs to ensure product development innovation and maintain competitiveness in the industry
- Responsible for quality strategies, cost-cutting initiatives and streamlining of the operational workflow at the highest level
- Prepare, gain approval, and track the implementation of the annual budget to adhere to targets and financial protocols
- Maximize that revenue flows and minimize expenditure via diligent supplier selection and contract negotiation
- Instrumental in guiding effective marketing and public relations strategies to ensure increased brand recognition and customer loyalty

### Managing Director at RAM B2B Couriers, San Antonio

February 2014 – December 2016

*Reduced contract costs by 30% due to the localization of suppliers, which decreased transportation costs and improved delivery time frames by two weeks.*

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- Maximize that revenue flows and minimize expenditure via diligent supplier selection and contract negotiation

## Details

1515 Pacific Ave, Los Angeles, CA  
90291, United States  
[email@email.com](mailto:email@email.com)

Place of birth  
San Antonio

Nationality  
American

Driving license  
Full

## Links

[Twitter](#)  
[Linkedin](#)  
[Who's Who](#)  
[Joomla](#)

## Skills

Diligent Boards

Simply

Huddle

Sage

Adios

Quickbooks

Pastel

i-Sight

Oracle

Microsoft Excel

Capital Structure Analysis

Financial Modeling

Mergers & Acquisitions

Turnkey Project Development

Management Integration

Leadership

Report Writing

- Instrumental in guiding effective marketing and public relations strategies to ensure increased brand recognition and customer loyalty

### **Managing Director at Association for Poverty Alleviation, Oakland**

January 2010 – November 2013

*Boosted the company's turnover by 35% in the first year by changing marketing strategies to include a combination of printed and online platform channels.*

- Represent the company in negotiations with funding partners, sponsors, suppliers, and government departments to secure the most viable contract terms
- Report quarterly to sponsors and funding partners
- Implement Total Quality Management systems throughout the company to ensure service excellence at all times
- Develop and amend policies and protocols to align with regulatory changes and government requirements
- Analyze and approve the annual report and accounts before presenting to the audit committee and board members

Organizational Development

Resource Planning

### **Languages**

English



Dutch



Mandarin



## **Education**

### **Masters in Business Administration, Harvard University, Boston**

June 2008 – June 2010

### **Bachelor of Financial Accounting, University of Arizona, Springfield**

January 2008 – December 2010

### **Management Excellence Certificate, Yale University, New Haven**

November 2010 – March 2011

## **Courses**

### **Advanced Certificate in Corporate Governance, INSEAD Business School, Online**

June 2016 – August 2016

### **The Board Director's Programme, Henley Business School, United Kingdom, Henley Business School, United Kingdom**

March 2014 – December 2014

### **Critical Thinking Principles Course, American Management Association (AMA), Los Angeles, CA**

January 2012 – December 2012