



CHRIS PEARSON

Managing Director 📍 LOS ANGELES, CA 90291, UNITED STATES

○ DETAILS ○

1515 Pacific Ave, Los Angeles, CA
90291, United States
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

Organizational Development

Resource Planning

○ LANGUAGES ○

English

👤 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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Dutch

Mandarin

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

EDUCATION

Harvard University, Boston

June 2008 – June 2010

Degree: Masters in Business Administration

University of Arizona, Springfield

January 2008 – December 2010

Degree: Bachelor of Financial Accounting

Yale University, New Haven

November 2010 – March 2011

Degree: Management Excellence Certificate

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