

Chris Pearson



Managing Director

Address	1515 Pacific Ave, Los Angeles, CA 90291, United States	Email	email@email.com
Place of birth	San Antonio	Nationality	American
Driving license	Full	Links	Twitter , LinkedIn , Who's Who , Joomla

01 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.

02 EMPLOYMENT HISTORY

05/2019 – 05/2019

10/2017 – 05/2019

Managing Director at Oreion Mining Supplies

Sacramento

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

02/2014 – 12/2016

Managing Director at RAM B2B Couriers

San Antonio

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

- 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

01/2010 – 11/2013

Managing Director at Association for Poverty Alleviation

Oakland

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

03 EDUCATION

06/2008 – 06/2010

Harvard University

Boston

Masters in Business Administration

01/2008 – 12/2010

University of Arizona

Springfield

Bachelor of Financial Accounting

11/2010 – 03/2011

Yale University

New Haven

Management Excellence Certificate

04 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
Resource Planning

Organizational Development

05 COURSES

06/2016 – 08/2016

Advanced Certificate in Corporate Governance at INSEAD Business School, Online

03/2014 – 12/2014

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

01/2012 – 12/2012

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

06 LANGUAGES

English



Dutch



Mandarin

