

# Chris Pearson, Managing Director

1515 Pacific Ave, Los Angeles, CA 90291, United States, email@email.com

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Place of birth	San Antonio	Driving license	Full
Nationality	American		

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**LINKS**                      [Twitter](#), [Linkedin](#), [Who's Who](#), [Joomla](#)

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## 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.*

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## EMPLOYMENT HISTORY

May 2019 – May 2019

Oct 2017 – May 2019                      **Managing Director, 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

Feb 2014 – Dec 2016                      **Managing Director, 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.*

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Jan 2010 – Nov 2013                      **Managing Director, 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

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## EDUCATION

Jun 2008 – Jun 2010	<b>Harvard University, Masters in Business Administration</b>	Boston
Jan 2008 – Dec 2010	<b>University of Arizona, Bachelor of Financial Accounting</b>	Springfield
Nov 2010 – Mar 2011	<b>Yale University, Management Excellence Certificate</b>	New Haven

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## SKILLS

Diligent Boards	Simbly
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	

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## COURSES

Jun 2016 – Aug 2016	<b>Advanced Certificate in Corporate Governance, INSEAD Business School, Online</b>
Mar 2014 – Dec 2014	<b>The Board Director's Programme, Henley Business School, United Kingdom, Henley Business School, United Kingdom</b>
Jan 2012 – Dec 2012	<b>Critical Thinking Principles Course, American Management Association (AMA), Los Angeles, CA</b>

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## LANGUAGES

English	Native speaker	Dutch	Highly proficient
Mandarin	Very good command		