



# Chris Pearson

Managing Director

Los Angeles, United States email@email.com

## Details

1515 Pacific Ave

Los Angeles, CA 90291,  
United States

Date / Place of birth

San Antonio

Nationality

American

Driving license

Full

## Links

Twitter

LinkedIn

Who's Who

Joomla

## Skills

Diligent Boards

Simbly

Huddle

Sage

Adios

Quickbooks

Pastel

i-Sight

Oracle

Microsoft Excel

Capital Structure  
Analysis

Financial Modeling

## 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

Oct 2017 – May 2019

Sacramento

### Managing Director at Oreion Mining Supplies

*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

San Antonio

### Managing Director at RAM B2B Couriers

*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

Jan 2010 – Nov 2013

Oakland

## Managing Director at Association for Poverty Alleviation

*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

Mergers & Acquisitions

Turnkey Project Development

Management Integration

Leadership

Report Writing

Organizational Development

Resource Planning

## Languages

English



Dutch



Mandarin



## Education

Jun 2008 – Jun 2010

Boston

### Harvard University

Masters in Business Administration

Jan 2008 – Dec 2010

Springfield

### University of Arizona

Bachelor of Financial Accounting

Nov 2010 – Mar 2011

New Haven

### Yale University

Management Excellence Certificate

## Courses

Jun 2016 – Aug 2016

Advanced Certificate in Corporate Governance at INSEAD Business School, Online

Mar 2014 – Dec 2014

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

Jan 2012 – Dec 2012

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