



Chris Pearson

Managing Director

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

PLACE OF BIRTH San Antonio

DRIVING LICENSE Full

EMAIL email@email.com

NATIONALITY American

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

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

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

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

03 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

04 SKILLS

Diligent Boards

Huddle

Simply

Sage

Adios
 Pastel
 Oracle
 Capital Structure Analysis
 Mergers & Acquisitions
 Management Integration
 Report Writing
 Resource Planning

Quickbooks
 i-Sight
 Microsoft Excel
 Financial Modeling
 Turnkey Project Development
 Leadership
 Organizational Development

05 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

06 LANGUAGES

English

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Dutch

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Mandarin

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