

# Chris Pearson

Managing Director



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PLACE OF BIRTH	San Antonio	NATIONALITY	American
DRIVING LICENSE	Full	LINKS	<a href="#">Twitter</a> , <a href="#">Linkedin</a> , <a href="#">Who's Who</a> , <a href="#">Joomla</a>

## 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 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 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.*

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Jan 2010 – Nov 2013

OAKLAND

## Managing Director 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

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## 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

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## Skills

Diligent Boards

Simply

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

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

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## Courses

Jun 2016 – Aug 2016

[INSEAD BUSINESS SCHOOL, ONLINE](#)

Advanced Certificate in Corporate Governance

Mar 2014 – Dec 2014

[HENLEY BUSINESS SCHOOL, UNITED KINGDOM](#)

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

Jan 2012 – Dec 2012

[AMERICAN MANAGEMENT ASSOCIATION \(AMA\), LOS ANGELES, CA](#)

Critical Thinking Principles Course

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## Languages

English



Dutch



Mandarin

