

CHRIS PEARSON

Managing Director

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

email@email.com

Place of birth *San Antonio* Nationality *American*
Driving license *Full*

LINKS

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

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.

EXPERIENCE

❖ May 2019 – May 2019

❖ **Managing Director, Oreion Mining Supplies** Oct 2017 – May 2019
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

❖ **Managing Director, RAM B2B Couriers** Feb 2014 – Dec 2016
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

❖ **Managing Director, Association for Poverty Alleviation** Jan 2010 – Nov 2013
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

EDUCATION

❖ **Harvard University** Jun 2008 – Jun 2010
Masters in Business Administration Boston

❖ **University of Arizona** Jan 2008 – Dec 2010
Bachelor of Financial Accounting Springfield

❖ **Yale University** Nov 2010 – Mar 2011
Management Excellence Certificate New Haven

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	Organizational Development
Resource Planning	

COURSES

❖ **Advanced Certificate in Corporate Governance** Jun 2016 – Aug 2016
INSEAD Business School, Online

❖ **The Board Director's Programme, Henley Business School, United Kingdom** Mar 2014 – Dec 2014
Henley Business School, United Kingdom

❖ **Critical Thinking Principles Course** Jan 2012 – Dec 2012
American Management Association (AMA), Los Angeles, CA

LANGUAGES

English *Native speaker* Dutch *Highly proficient*

Mandarin

Very good command