



Chris Pearson, Managing Director

LOS ANGELES, CA 90291, 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

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

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

LINKS

[Twitter](#)

[Linkedin](#)

[Who's Who](#)

[Joomla](#)

SKILLS

[Diligent Boards](#)

[Simbly](#)

[Huddle](#)

[Sage](#)

[Adios](#)

[Quickbooks](#)

[Pastel](#)

[i-Sight](#)

[Oracle](#)

[Microsoft Excel](#)

- 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, Masters in Business Administration

Jun 2008 – Jun 2010, Boston

University of Arizona, Bachelor of Financial Accounting

Jan 2008 – Dec 2010, Springfield

Yale University, Management Excellence Certificate

Nov 2010 – Mar 2011, New Haven

COURSES

Advanced Certificate in Corporate Governance, INSEAD Business School, Online

Jun 2016 – Aug 2016

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

Mar 2014 – Dec 2014

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

Jan 2012 – Dec 2012

Capital Structure
Analysis

Financial Modeling

Mergers & Acquisitions

Turnkey Project
Development

Management
Integration

Leadership

Report Writing

Organizational
Development

Resource Planning

LANGUAGES

English

Dutch

Mandarin
