



Chris Pearson

Managing Director

Info

Address

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

Email

email@email.com

Place of birth

San Antonio

Driving license

Full

Nationality

American

Links

[Twitter](#)

[Linkedin](#)

[Who's Who](#)

[Joomla](#)

Skills

Diligent Boards

Simbly

Huddle

Sage

Adios

Quickbooks

Pastel

i-Sight

Oracle

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

Microsoft Excel
Capital Structure Analysis
Financial Modeling
Mergers & Acquisitions
Turnkey Project Development
Management Integration
Leadership
Report Writing
Organizational Development
Resource Planning

- 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

Languages

English



Dutch



Mandarin



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