

**Director of Value Engineering harnessing meaningful expertise to maximize value and drive growth.**

## CORE COMPETENCIES

Business Value Consulting | IT Architecture | Software Development | Leadership | Strategy Implementation | Problem-Solving | Cross-Functional Collaboration | Value Engineering | Financial Analysis | Team Building | Business Operations | SDLC | IT Management | Pre-Sales | Enterprise Architecture | Cloud Computing | ITIL

## REPRESENTATIVE EXPERIENCE

### CISCO SYSTEMS - APPDYNAMICS

**Director of Value Consulting – Americas**, Jan 2023 – Present

**Advisory Business Value Consultant**, Jun 2021 – Jan 2023

**Senior Business Value Consultant**, Apr 2019 – Jun 2021

Lead Business Value Consultations for the largest clients across North, South, and Central America. Oversee strategic vision, execution, and measurement of value practice's impact on sales and revenue. Awarded Business Value Consultant of the Year, 2021.

- Developed ROI models to support purchases and modeled pain points and sales challenges to guide sales teams into increasing deal size by 410% and sales win rates by 320%.
- As Senior and Advisory Business Value Consultant, built new financial models to quantify the business impact of new product features, and mentored and trained new consultants and sales team hires.
  - Advised Fortune 500 companies in quantifying available opportunities, including building financial models to calculate the cost of data breaches, and supporting new security product sales.
  - Conducted post-implementation benefit realization analysis to guide clients on understanding the value realized by becoming clients. Built rapport with clients, understood pain points, and assisted clients in understanding and overcoming challenges.
  - Collaborated with sales, engineering, and stakeholders to capture quantifiable data and convert it into ROI models, achieving 100% deal closure.

### GENERAL MOTORS

**Senior Enterprise Architect**, 2012-2019

**IT Architect**, 2009-2012

**Software Development Manager and other roles**, 1997-2008

Created and maintained IT Strategy for Customer Service Sales and Parts division, and led Architecture Review Board, guiding software development teams supporting strategic road maps and ensuring 230+ systems were secure, scalable, and resilient. Developed and executed solutions to enable business continuity for over 100 applications, mentored new senior IT employees and application architects, and evaluated new software (both open source and commercial) for inclusion in the standards catalog.

- As IT Architect, liaised with various IT groups to design robust solutions utilizing diverse technologies, and engineered global solutions that secured and modernized plant floor, service & parts systems. Created solutions to insource several applications, oversaw the migration of 200+ custom apps to a cloud environment, and defined short-term and long-term IT roadmap.
- As Software Development Manager, managed development and operation efforts of high-volume web-based applications and led teams of developers and PMs in supporting multiple releases and providing troubleshooting.

## FORMAL EDUCATION

**Master of Science, Information Technology, magna cum laude; Carnegie Mellon University, 2005.**

**Bachelor of Science, Electrical Engineering; Michigan State University, 1998.**