
EXECUTIVE PROFILE

C-Level Leader with significant operating experience, extensive interaction with HSS for-profit Board of Directors, and non-profit Board leadership. Multi-discipline senior executive with success in building and leading world-class, high-tech service and solution businesses. Strategically transformed businesses with scaling through organic growth, intentional customer experiences, and disciplined operational delivery.

Board Experience: Urban Peak (2015 – Current) Non-Profit
\$6M youth homeless services provider

- Board Chair (two terms)
- CEO Search
- Governance and Nominating Committee

Career Highlights

- Chief Operating Officer and Member of the HSS Executive Committee
- Architected and delivered cost savings reduction of \$1B for Newmont Mining Corporation, Fortune 200
- Led the integration of two client operations post acquisition at ViaWest; generating 25% increase in sales through lead generation activity
- Oversaw Global Operations for two Fortune 100 companies finance function >1,000 FTE's

CAREER HISTORY

HSS Inc.

Chief Operating Officer

2018 to Present

Denver, CO *Physical and Virtual Security Services and Solutions provider*

Recruited to spearhead aggressive business transformation and expansion. Developing and executing business strategies to capitalize on EBIDTA improvement opportunities in core business segments and margin accretive new business solutions. Assessing macro trends in digital transformation to define strategic options, forge internal/external relationships, define operational capabilities and talent competency impact, and facilitate decision-making at the Board, executive and operating level.

- Playing a key role in leading the digital transformation, which will differentiate HSS from the standard competition and blur the boundaries of physical and cyber security offering more end-to-end services
- Revamping operations, streamlined customer processes, renegotiating key customer contracts, updated financial tracking and implementing sales CRM tools leading to targeted margin improvement

ViaWest

Vice President, Client Experience

2015 - 2017

Denver, CO *Data center and cloud IT service provider*

Orchestrated the successful development and implementation of the post-sale account operations into a value-added revenue growth option. Created a new business model, product/service offerings, value proposition and competitive marketing approach.

- Drove 25% of sales through curated lead generation in key accounts
- Crafted an aggressive plan to integrate account management and operations post-merger

FORTUNE 200 CAREER

NEWMONT MINING CORPORATION

2010 - 2015

Investor Relations Executive
CEO Chief of Staff
Innovation Director

ACCENTURE/ANDERSEN CONSULTING

1996 - 2010

Outsourcing Director (Finance Operations, Customer Care Call Center Operations)
Customer Relationship Executive and Founding CRM Member (Customer Experience, Sales Go To Market, Sales Operations)

EDUCATION & AFFILIATIONS

Executive MBA, University of Denver	2014
Inaugural Member – Colorado Governors Fellowship	2017
Member – Colorado Technology Association	Ongoing
Member – Civico fka Quarterly Forum Association	Ongoing
Board of Director Member and Immediate Past Chair - Urban Peak, a \$6M non-profit	2015 – Current
Bachelor of Arts, Communication – University of Denver	1996