**Name**

**555.555.1212 |** [**Professionalemail@somedomain.com**](mailto:Professionalemail@somedomain.com) **| LinkedIN URL**

**ERP Executive | Consulting Leader**

ERP program management executive and management consulting principal with diverse experience across start-ups to Fortune 100 corporations. Creative leader with ability to identify and develop solutions that enable business objectives. Innovative planner able to simultaneously envision the short and long-term views and create strategic roadmaps to success. Known for developing and building long lasting client relationships. Expertise in identifying viable options and communicating the strategy, risks, issues, and benefits to senior executives and non-technical stakeholders. Proven ability to lead individuals and mentor them to creative effective teams that achieve program goals. In-depth experience in Consumer Products, Wholesale Distribution and Manufacturing industries.

|  |  |
| --- | --- |
| * Large Scale Global ERP Implementations | * ERP Upgrades and HANA migrations |
| * Solution Architecture | * Revenue Generation and Sales |
| * Quality Assurance & Risk Management | * Client Relationship Management |
| * Staff Management, Training and Development | * Creative and Innovative Thought Leader |

**Professional Experience**

**Deloitte Consulting LLP**– Anytown, State YYYY to present

**Principal**

National Practice and client engagement leader directing $8M to $100M+ ERP-enabled business transformations with 50 to 350+ team members. Results-oriented, hands-on leadership focused on quality, cost and risk management.

**National Practice Leader**: Managed all pipeline, sales pursuits, people and practice management, tool development and internal and external marketing efforts.

* Grew ERP service line by developing new practice area that has generated $XXXm+ direct sales annually and $XXm+ in add-on revenue from initial project success and strong client relationships.
* Led new recruiting effort to source from non-traditional talent pools to attract candidates of varied experiences.
* Architected new and creative go-to-market sales campaigns that leveraged mobile technology and fresh new proposal and oral presentation techniques. New proposal formats have directly accounted for 5 out of 6 wins that resulted in over $XXm in sales in the last 2 years.

**Client Engagement Leader**: Implemented ERP projects by leveraging deep experience in ERP methodology, deploying the right team and implementing governance processes to deliver complex implementations on-time and on-budget while effectively managing and mitigating project risks and issues for a successful go-live. Projects spanned many industries ranging from complex global deployments to preconfigured mid-size accounts.

* Sold and led a 350+ team for implementation of ERP’s e-business suite for a Fortune 100 US-based wholesaler. Transformed aging computer system to a flexible open platform, enabling flexibility and continuous improvement, increasing collaboration with both suppliers and customers, and improving profitability over numerous years.
* Sold and managed ERP-enabled business transformation for large U.S. distributor of industrial chemicals. Led Roadmap Strategy development, and implemented the first phase successfully, enabling Deloitte to win the subsequent phases. Exceeded project goals: client anticipates $75M - $125M annual benefits in operating income.
* Established global PMO for ERP implementation for a global manufacturing and distribution company headquartered in the US. Successfully led the deployment of the solution for the North America implementation, and positioned Deloitte for subsequent implementation phases around the globe.

**Another Consulting Firm** – City, State YYYY-YYYY

**Senior Manager / Director - ERP**

Led ERP-enabled business transformation programs for Fortune 100 companies. Worked with client executives to understand business challenges and delivered effective high-value, quality solutions.

* Provided day-to-day project leadership to deliver high-quality results and achieve objectives
* Developed and mentored staff; served as counselor to 20+ professionals, providing input into performance, promotion, compensation and development needs

**Manufacturing Company,** City, State YYYY-YYYY

**Vice President, IT Transformation**

Led the ERP implementation of Sales & Distribution and Financial applications across 10 business units in 5 countries.

* Successfully delivered XXX project under budget and four months earlier than plan
* Supervised 25 project team members and engaged hundreds of global staff and executive stakeholders
* Managed day-to-day relationships with external consulting team members

**Big Global Company** – City, State YYYY-YYYY

**ERP Consultant**

Functional FI/CO and Technology consultant delivering ERP implementations services across industries. Leveraged the AERP methodology and delivered end-to-end implementations.

**Education**

**Big Time University** – College town, USA

BS – Information Technology Management

**Civic**

**ABC Org**, Board Member YYYY to present

**XYZ Org,** Fundraising Committee Leader and Volunteer YYYY to present