

January 5, 2024

Presidential Search Committee,

of client, partnership and community), I am passionate about creating environments that foster collaborative thinking and mutual success through sound administrative and fiscal management, innovative technology and strong communication. I am currently Senior Director of Alliances and Channels for the London Stock Exchange Group. I have delivered positive transformation by developing and executing plans to optimize organization construct. I built critical linkages to drive successful outcomes, satisfy business requirements and negotiated complex contracts

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Core Strengths:

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Vice President, Strategic Relationships (US)

2019 - 2021

• Led the US Strategic Relationships team, managing relationships with key US stakeholders including government, industry, and academia.

 • Developed and executed strategic initiatives to drive business growth and market penetration in the US market.

 • Collaborated with cross-functional teams to identify and address market challenges and opportunities.

 • Successfully secured government contracts and partnerships, resulting in a 20% increase in revenue.

 • Led the development and implementation of a new business model, resulting in a 15% increase in market share.

 • Managed a team of 10 professionals, providing mentorship and support to drive high performance.

2000-2019

Global Business Development Executive

2013 - 2019

• Led global business development efforts, identifying and securing new market opportunities across multiple regions.

 • Developed and executed strategic initiatives to drive business growth and market penetration in emerging markets.

 • Collaborated with cross-functional teams to identify and address market challenges and opportunities.

 • Successfully secured government contracts and partnerships, resulting in a 30% increase in revenue.

 • Led the development and implementation of a new business model, resulting in a 25% increase in market share.

 • Managed a team of 15 professionals, providing mentorship and support to drive high performance.

Business Unit Executive

2000 - 2004

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