

# Jamie W. Smith

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## SUMMARY

Management consulting professional with 10 years of process improvement, information systems, and project management experience. Recognized for successfully leading enterprise-wide business transformation projects both domestically and internationally, including process optimization, ERP software implementation, and organizational re-alignment. Currently enrolled in Executive MBA program at Columbia Business School in addition to maintaining full-time professional responsibilities.

## EXPERIENCE

### **APEX CONSULTING, LLP**

2002- Present

**Manager**, Sarasota, FL (2003-Present)

Managed full life-cycle business transformation projects for global manufacturing and service organizations seeking to standardize operations and technology across disparate business units following aggressive merger and acquisition activity.

- Managed over 60 consulting, client, and 3<sup>rd</sup> party resources through successful implementation of ABC Corp ERP software and standardized business processes for a newly acquired Brazilian subsidiary of global manufacturing company. Oversaw project planning, financials, and delivery. Project recognized by ABC Corp as major milestone project and influenced designation of Apex as ABC Corp's Consulting Partner of the Year for 2006.
- Managed development of business case for the re-design and standardization of all business processes and technology for \$3B global manufacturing company. Business case identified over \$300M in potential savings in 5 years. Led team to plan global deployment strategy, timeline, budget, performance metrics, and deliverables to realize project ROI.
- Received national "Outstanding Performance Award" for exceeding both client and firm expectations during critical engagement for major US based client.

**Senior Consultant**, Atlanta, GA (2002-2003)

Acted as team lead and process area expert for multiple ABC Corp ERP software implementation projects. Supervised requirements gathering, solution design, and software configuration and testing.

- Worked directly with Apex senior leadership to develop new project implementation methodology for use by firm's worldwide ERP practice.
- Wrote and published white paper detailing how to leverage standard ERP Software functionality to establish procurement consortium among suppliers and customers to achieve cash flows in excess of software implementation costs. Paper resulted in invitation to speak at ABC Corp's annual national user group conference.
- Received "Market Facing Award" in recognition of exceptional marketing and positioning activities within marketplace at large.
- Awarded "Community Impact Award" as result of involvement with NYC "Virtual Enterprise" program aimed at helping disadvantaged high school students develop real-world professional and entrepreneurial skills.

**ABC CORP CONSULTING, Atlanta, GA**

2000-2002

**Senior Consultant**

Supervised multiple ABC Corp ERP software implementation projects. Accountable for project planning, requirements gathering, solution design, software configuration and testing, and user training.

- Led team of 15 consultants and client resources through implementation of ABC Corp ERP solution covering 23 manufacturing and service locations across US and Canada as part of global ERP implementation of ABC Corp software for large manufacturing and services company.
- Supervised team of 9 consulting and client resources to design optimized business process flows for Dow 30 global manufacturing and services company.

**DIXIE CONSULTING, Atlanta, GA**

1998-2000

**Business Analyst**

Served as business analyst for firm's e-Commerce practice.

- Assessed, documented, and analyzed current procurement processes for \$7 billion dollar clothing retailer during large strategic sourcing engagement. Presented recommended process improvements to company executives and developed business case for action.
- Advised senior partners on development of the future e-commerce and online trading strategy for global banking and investment company. Completed significant research on bank's competition, current industry trends, and best practices. Assessed bank's current web presence and presented recommended courses of action.
- Awarded "Rising Star Award" for demonstrating high potential for success.
- Received "Peer Respect Award" for recognition of exceptional client service work.

**CLEAR-PRO SUPPLY COMPANY, Atlanta, GA**

1996-1998

**Supervisor**

Supervised various company departments and internal projects following successful completion of 6-month Management Training Program.

- Led design, build, and operation of new receiving department which reduced number of resources required by 40%.
- Supervised implementation of new core technology and business processes throughout entire distribution center, which increased growth capacity by two years and improved speed of filling orders by 50%. Led development of project business case and processes re-design activities.

**EDUCATION****COLUMBIA BUSINESS SCHOOL, New York, NY**

2005-2007

**MBA**, Executive Program, May 2007.

Dean's List; Member, Management Consulting Association

**GEORGIA TECH, Atlanta, GA**

1992-1996

**BBA**, Operations Management & Finance, 1996.

Awarded full tuition scholarship

**ADDITIONAL**

Fluent in Italian; conversational French; Advisory Board Member – Florida Cares (small business consulting charity); completed 2006 NYC Marathon