

SUMMARY

Jon is an independent management consultant with over 10 years' experience working alongside industry executives on large-scale business transformations. Jon is a successful leader with focused expertise in value proposition development, supply chain strategy, and program execution.

Business Transformation | Supply Chain Strategy | M&A Valuation and Execution | Strategic Sourcing
Sales & Operations Planning | Fulfillment | Communications Media and Technology | Mobile | Products

EDUCATION

B.B.A.,
The College of William and Mary in Virginia
Finance | Accounting | International
Business | Mandarin Chinese

EMPLOYERS / CLIENTS

- Accenture
- Brightstar
- Comcast Xfinity Mobile
- Sprint
- SoftBank
- Verizon
- AT&T
- Vodafone
- Telefonica
- MTN
- Charter Communications
- CenturyLink
- TW Telecom
- Liberty Global
- Qualcomm
- Atheros
- IBB Consulting Group

SELECT EXPERIENCE

Executive Adviser and Program Lead, *Leading Telco's New MVNO (independent consultant)*

- Developed mobile procurement strategy and roadmap of supply chain opportunities with 5yr NPV of \$939M
- Designed and built supply chain planning capability; implemented best practices in S&OP process, org and technology
- Set strategy to achieve best-in-class KPIs, and directed 14 consultant and FTE team members
- Provided subject matter expertise as a principal designer of a joint venture supply chain
- Spearheaded commercial strategies and negotiated vendor agreements on behalf of SVP Devices and Supply Chain

Interim Director of Strategy and Supply Chain, *Sprint (independent consultant)*

- Designed and executed strategic cost transformation program with \$1.44B in near-term savings; led strategy, opportunity rationalization, and execution on behalf of CPO
- Sourced and managed consultancies to support program execution; procurement categories included devices, network equipment, indirect and real estate
- Directed professional services spend; reduced rates by 58% and established company-wide commercial standards
- Directed org re-design and developed corporate communications on behalf of CEO and COO

Senior Consulting Manager, *Brightstar / Softbank Product Group*

- Principally designed and launched a joint venture between SoftBank, Brightstar, and Sprint to act as the largest buyer of mobile handsets, accessories, and services globally, yielding >14% in initial member procurement savings
- Led four international telco 'clean room' benchmarking exercises for consortium procurement
- Managed synergy targets and opportunities, international business development, market strategy, and operations

Consultant, *Accenture*

- Led management consulting engagements globally and in the U.S. on behalf of Fortune 500 companies in the communications, wireless, high tech, and product industries
- Specialized in supply chain strategy, strategic sourcing, M&A value proposition, post-merger integration, and supply chain network design