**Kyle**

Kyle.40855@2freemail.com

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| Areas of Expertise* Strategic Growth
* International
* Operational Analysis
* Change Management
* Business Transformation
* Corporate/Operational Finance
* Cost Containment
* Financial & Operational Leadership
* Mergers& Acquisitions
* M&A Integrations
* Financial & Operational Analytics
* Accounting Operations
* Financial Systems Implementation
* Bankruptcy & Restructures
* Settlements & Claims
* Operational Excellence
* KPI & Management Reports

Industries* Technology
* Telecom
* Energy / Oil & Gas Services
* Global Travel
* Machinery / Manufacturing
* Hospitality and Food Service
* Captive Finance
* Non-Profit

•GovernmentSpecial Skills & Traits* Strong leadership &team management abilities
* Outstanding process development & analytical skill
* Growth strategies
* International experience

Technology* SAP
* JD Edwards
* Great Plains/Microsoft Dynamics
* NetSuite
* QuickBooks
* Advanced Excel/Pivot Tables
* Access SQL
* Visual Basic
 |  | Kyle has more than 20 years of executive and senior management experience. Kyle blends business management, technology expertise, and diplomacy. Kyle is a gifted problem solver, motivator and achiever who possesses outstanding technical accounting, finance, business system,and analytical skills. He has worked with Fortune 50 C-suites, Private Equity owners, and internationally. **Professional Accomplishments*** Reduced projected overhead by half through advising and implementing acquisition integration for division of Crown Castle.
* Positioned Caterpillar Financial for growth from $1 billion to $2 billion in revenue over five years by developing strategic growth objectives and business segment plans.
* Captured $50M in annual revenue by expanding credit products into $6B market.
* Initiated $300M acquisition (M&A) planning and financial modeling.
* Drove profit at several clients through cost analysis and market targeting.
* Designed and implemented integrated data system bringing together 4 disparate systems into one business management and insight tool.
* Propelled U.S. franchisee in Russia to top five locations by revenue globally.
* Resolved $800M in bankruptcy debt by bridging the gap between bankruptcy needs and business information. Developed objectives, procedures, tools, and staff.
* Improved gross and net margins through restructuring business.
* Rescued and grew several mid-size portfolio companies through strategy development, operational transformation, and market focus. Industries included software, high tech, construction, others.
* Led turnaround at technology manufacturing firm with U.S. and Asian operations.
* Steered firm through major transformation, salvaging it from brink of bankruptcy.
* Secured more than $1B in contracts over three years, then doubled contract revenue.
* Led 100+ people from engineering and marketing teams to respond to bids.
* Navigated complex cultural and business development issues as Lead Negotiator for U.S. Economic Treaties. Responsible for investment-related elements of NAFTA follow-on negotiations.
* Expanded significantly the number of bilateral investment treaties.

**Professional Experience**Recently, Kylehasserved as aSenior and Lead Consultant for Executive Strategy and Financial Improvement fora wide variety of companies.From 2015-2017, he was Senior Consultant to Crown Castle, leading several projects in business transformation and merger integration. From 2011-2015 he was engaged as a SeniorConsultant for Bankruptcy and Merger/Integration issues for American Airlines where he distinguished himself as the go-to leader.Sample prior engagements include the following:* 1999-2001 he worked for Caterpillar Financial Services to develop business plans for product development and launch.
* 1990-1999 he was a Diplomat, Internal Negotiator for the U.S. Department of State.
* 1987-1990 Kyle served as the Engineering Manager for Zenith Data Systems.

**Education/Certifications**Kyleholds a Masters in Finance from George Washington University as well as a Bachelor’s of Engineering from Baylor University.Kyle has also received a Certificate in Advanced Accounting from Santa Clara University and a Certificate of Economics (Masters-level) from Foreign Service Institute.  |