**Kyle**

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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   •Government  Special 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. |