

Drew Thomas

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EXECUTIVE PROFILE

- **Relationship Management**
- **Business Process Outsourcing**
- **Business Development**
- **Revenue & Profit Enhancement**

Strategic and growth-oriented leader with broad expertise in business development, marketing, operations, and consultative solution-selling; 15-year track record of identifying and capturing new business opportunities, developing and maintaining marquee client relationships, and aligning products/services with strategic markets.

Sharp business focus complemented by customer orientation and strong foundation in strategic business-technology solutions. Deep expertise in outsourcing and offshore IT solutions for multiple industries.

Highest levels of integrity, ethics, business judgment, work ethic, and maturity.

- Strategic Planning / Tactical Execution / P&L
- Business Plans / M&A / Venture Capital
- Strategic Alliance & Channel Development
- Business & Technology Liaison
- Rainmaker Marketing Expertise
- Customer Acquisition, Retention & Extension
- Customer, Vendor & Partner Relationship Management
- Deal Structuring & Contract Negotiation
- Cross-Functional Team Leadership
- Quantitative & Business Analysis

EXECUTIVE TEAM COMMENTARY

...Broad business perspective and extremely strong business acumen... The ability to architect and drive change... Action orientation with strong execution skills and drive for results... Strong influencing skills and tremendous personal energy and edge... Passion of a successful entrepreneur and the discipline of a seasoned executive... Externally competitive and internally team-oriented.

PROFESSIONAL EXPERIENCE

- **VP BUSINESS DEVELOPMENT** **TransIT Services**, Naperville, IL, 2003–Present
Created and executed successful refocus/repositioning strategy for business services outsourcing firm.
 - Drove revenues up 100% first year, 150% in last 18 months. Increased operating margins 25%.
 - Increased operating efficiency 40% and improved client satisfaction scores from 75% to 98%.
 - Generated \$12MM VC funding. Participated in M&A analysis, selection, and integration (company purchased in fourth quarter 2005).
- **BUSINESS DEVELOPMENT DIRECTOR** **Microdata Systems, Inc.**, Chicago, IL, 2002–2003
In interim executive role, ignited stalled business through fresh ideas and innovative approaches to business turnaround, marketing, branding, product positioning, and pricing. Grew product revenue to 35% of total sales.
- **FOUNDER / CEO** **Offshore Solutions, Inc.**, Chicago, IL / Bangalore, India, 1999–2002
Built successful offshore IT services firm, connecting US firms with Southeast Asian providers.
 - Achieved exceptional customer satisfaction, earning repeat business from 90% of clients.
 - Negotiated sale of the firm at 600% return on initial investment.
- **ASSISTANT /ASSOCIATE BRAND MANAGER** **Procter & Gamble, Inc.**
GLOBAL PROJECT LEADER Cincinnati, OH / Bangalore, India, 1990–1999

EDUCATION

MBA, 1995: Xavier University—Cincinnati, OH
BS, Computer Science, 1992: Xavier University—Cincinnati, OH
BS, Business Administration, 1990: Cornell University—Ithaca, N