

# ALAN WOODS

## BIO

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## Experience

Accomplished and versatile Financial Service / Insurance professional with 25+ years' experience executing high-profile and challenging projects on schedule and under budget. Hands-on, team player. Proven ability to manage complex, cross-divisional, global initiatives against demanding time and budget constraints. Unique ability to operate effectively across an organization, from strategic planning at C-level, board interaction, as well as successful back-office implementation. Proven entrepreneur with an entrepreneurial mindset, creative and innovative approach to obstacles, doing whatever it takes to get the job done. Excellent communicator and motivator.

Extensive experience in strategic business transformation, mergers and acquisitions - pre and post, financial reporting, regulatory accountability, leadership and team building, creative solutions architect, market and product analytics planning, forecasting, budgeting, process reengineering and operational restructuring. Particular focus on crisis management and leading organizations through operational and financial transition. Natural communicator and creative, collaborative problem-solver, who quickly overcomes project challenges.

## Principal Areas of Practice

Project Management, Finance, Regulatory, Corporate Development and Strategy, Operations Leadership, FP&A, Global Resource Management, Multinational Operations, Multicultural Leadership

## Industry Lines

Financial Services, Insurance, Manufacturing, Healthcare, Real Estate, Hospitality, Logistics, Transportation, Technology, Retail, Services

## Education/Qualifications

- BS – Finance
- MBA – Global Management
- Previously Managing Director in Financial Services industry
- Worked internationally and lead teams across multiple countries; excellent at collaboration, motivating, focusing and delivering
- Past FINRA Series 7 and Series 63 security licensed
- Dual Citizen (U.S. and EU) / Fluent in Portuguese

## Testimonials

*"[Alan] has a very good skill set and I would vouch to put him in front of any senior level executive on a daily basis."* MG, Partner

*"[Alan] has been a wonderful person to work with. I've heard the same sentiments echoed by several members of our accounting leadership and other team members. Alan is smart, efficient, organized, and has quickly come up to speed to understand our process, the nuances of SOX, and the many things we are all juggling. He also manages to take the words written on the pages and works with us to truly understand what the process is and more importantly, the business implications behind it. He even takes it one step further by finding ways for us to increase operational efficiency while maximizing SOX compliance."*  
JM, SVP/Controller

*"...received positive feedback...with regard to your work at the Commercial Services division. This is excellent feedback from our largest division."* NO, Director of Internal Audit

## Major Projects

### Department Reorganization

- As global Head of Marketing Operations, led reorganization of department into low-cost centers of excellence
- Realized 20% savings even after growing headcount by 50% (24 to 36) and global locations from 4 to 7. Capacity and turnaround significantly improved.
- Via the increased capacity:
  - Reduced time to market from 3 - 5-days to 1-day or less
  - Established a Concierge Services function and corresponding department, which was developed to establish and maintain relationships with Marketing's global customer base - internal Sales and Client Service, including intake and coordination of all marketing material requests as well as leading training for self-service.
  - Architected and led the implementation of metrics reporting function measuring sales' consumption of marketing collateral by multiple criteria such as by product, by channel, by region, by request type, most frequent custom requests, turnaround times, etc.

### Investment Services Startup

- Managing Director for leading asset management firm
- Led overall venture and project managed all aspects, delivering 3-months ahead of schedule and under budget.
- Researched expansion opportunities globally and selected Luxembourg as international HQs
- Established operating company, investment product (SICAV) with several offerings, negotiated and executed multiple sub-advisory agreements with asset management firms
- Conducted RFP's, negotiated and executed multiple third-party servicing agreements
- Evaluated existing distribution channels and negotiated and executed distribution agreements

### Sarbanes-Oxley Engagements

- Project managed many client engagements over a 6-year period across various industries for domestic as well as multinational companies, working in the U.S., Europe and South America
- Responsible for client reporting, team management, project P&L and expense management
- Projects included internal controls review assessments, remediation, process flow analysis and process reengineering

### Controller of Joint Venture

- Participated in Audit Committee and Board of Directors' Meetings
- Managed and reported on all projects. Led teams in multiple international locations
- Conducted quarterly budget analysis, forecasting, and performance reporting
- Provided controllership of an international joint venture between an investment services provider and distribution partner
- Developed monthly close process which included monthly consolidations from 5 countries

## Computer Applications

MS Project, MS Excel, MS Word, MS Access, MS Visio, MS PowerPoint, QuickBooks, Salesforce, ConnectWise, Gusto (formerly Zen Payroll), Adobe Photoshop, Microsoft Dynamics Great Plains, SAP, Oracle, JD Edwards, Hyperion, PeopleSoft, Solomon, FRX, etc.