

DREW BARRING

SENIOR OPERATIONS EXECUTIVE

Telecom / Pharmaceutical / Healthcare / Technology / Marketing

Strategic planning and operations executive who builds efficient, profitable, customer-focused organizations through vigorous leadership of projects and initiatives that deliver bottom-line results. Manage global teams across multiple industries, creating high-performance culture that achieves measurable improvements in profitability, productivity, quality, and customer satisfaction. Leverage extensive technical knowledge to build new products and product features that enhance revenue. Plan and implement operational processes and technical infrastructures to support long-term growth.

Core Competencies

- Leadership / Management
 - Restructuring & Growth Initiatives
 - P&L Management
 - Turnarounds / Startups
 - Risk Mitigation / Crisis Management
 - Strategic Alliances
 - Change Management
 - Business Process Reengineering
 - Project Management
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CAREER PROGRESSION

Signage LLC

2009

Digital out-of-home network and digital signage solutions provider focused in grocery stores.

EVP, Sales & Marketing

Retained on short-term contract to drive all facets of business development, overall strategy, and new market segments and to manage existing client base.

- \$100,000 in new sales booked by negotiating contracts with advertising aggregators to establish national sales revenue stream.
- Led turnaround of sales division that delivered 15% sales increase through effective leadership and sales management.

ABC

2000–2009

Provides retail and wholesale telecommunications services and products including pre-paid and rechargeable calling cards; consumer local, long distance, and wireless phone services; and wholesale carrier services.

Vice President, Strategic Operational Analysis (2008–2009)

Retained to ensure successful migration of core telecom network infrastructure from TDM to VoIP as well as optimize deployment of network resources.

- Decreased network expenses \$14 million in six months with zero revenue loss by consolidating contracts, reducing network infrastructure, and migrating customers to public VoIP interconnects.
- Reduced overhead 20% via series of lunch and learns to review structure and procedures of operational teams after recent management change and unexpected drop in revenue.

Vice President, Business Planning (2007–2008)

Collaborated with president on preparation of due diligence, business plan, and operational presentation to facilitate BU sale and creation of business plan for new organization after sale.

- Organized cross-functional team that developed series of business plans providing analysis and strategy to facilitate sale of multi-million BU and continuity plans for remaining BUs.
- Collaborated with groups across enterprise rapidly collecting information to present organizational picture to potential purchaser that was stored virtually, which enabled document tracking.

Vice President, Operations Americas (2006–2007)

Led more than 60 analysts through six direct reports and Americas' operations staff, supporting Carrier Services BU with global accountability for analysis and pricing teams.

- Drove additional 20% cost reduction after proposing and implementing process to train additional analysts on key knowledge function driving 30% of profits and supported by only one analyst.
- Reduced support staff 33% by improving operational efficiencies and sales force effectiveness through management of technology resources, ensuring successful implementation of key systems changes.

Vice President, Strategic & Operational Analysis (2005–2006)

Directed team of more than 20 global analysts tasked with identifying potential bottom-line opportunities by preparing daily dashboards and ad hoc reports to provide management with business insight.

- Realized 280% profit growth in six months after taking underperforming product from another division and working with sales to turn it into blockbuster.

Vice President, Strategic & Operational Analysis (*continued*)

- Detected and closed loophole from separate BU that had allowed fraud costing company \$20,000+ per day for more than one month. Received “On the Spot” award in recognition of accomplishment.
- Contributed to 133% business growth over two years by reorganizing underperforming analysis team, enabling multi-year growth of new processes and implementation into BU operations.
- Increased gross profit 7% as result of reorganizing demoralized sales support team, tying compensation to sales team results, re-staffing with higher skilled employees, and focusing on top 20 accounts.

Director, Business Intelligence & Application Management (2002–2005)

Managed team of more than 30 managers, analysts, project managers, and QA analysts through six direct reports providing organization QA, documentation, BI, and application support and management services.

- Developed business continuity and disaster recovery plan, which enabled recovery of key systems in less than four hours after power outage.
- Led turnaround of out-of-control development for suite of applications by requiring SLAs with BUs and establishing process/procedures to ensure delivery and support of high-quality applications.
- Provided key infrastructure knowledge and systems development to enable award of US Patent cellular for cellular calling systems.

Manager, Business Intelligence (2000–2002)

Managed six programmer-analysts providing Business Intelligence infrastructure to corporation.

- Produced \$100,000 monthly savings by building monitoring system that notified decision-makers when transactional losses occurred in order to facilitate network routing changes.
- Implemented systems to deliver KPIs in near real time for millions of transactions per day that BU derived from multi-terabyte Oracle data mart presented.

ABC 2**1994–2000**

Provides information, analytics, and consulting services to pharmaceutical and healthcare industries worldwide.

Director, Database Product Administration (1997–2000)

New product development from idea to solution by leveraging disparate data sources in organization.

- Created new prescriber, license-validation product by leveraging several internal databases and working with sales/client support teams to sell and install product for several clients.
- Collaborated with development and operations teams to create and implement automated update process for production database as stepping-stone to sell enhanced marketing services.
- Negotiated to use membership data in mailing lists as well as verify dentist information for pharmaceutical manufacturers.

Director, New Project Development (1996–1997)

Managed 45-member team of developers and operations staff through six direct reports supporting scanning and imaging, as well as sample fulfillment BUs on three shifts.

- Drove four product enhancement ideas from concept to launch and client rollout that generated 15% incremental revenue for these product lines.

Project Manager (1994–1995)

Managed assigned projects ensuring PDMA and GMP compliance.

- Reduced processing errors 20% while improving productivity 10% through leadership of multidisciplinary team reengineering internal customer order workflow process and developing new support system.
- Turned around failing project by leading team to implement and manage PDMA-compliant, pharmaceutical sample-fulfillment system; now the cornerstone of multimillion-dollar business unit.

ADDITIONAL LEADERSHIP POSITION

Senior Systems Analyst

EDUCATION

M.B.A., *Business Administration*

B.A., *Information Processing Systems (With Honors)*