Sean C. Winslow

Business Development |Management Consulting |Quality & Compliance Solutions Expert

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Executive Manager/Business Consultant Professional With Extensive Experience leading Professional Services and Project Management, Software and Service Sales, Software Development and Support, Training and People Development

**Summary:** International Leadership, Strategic Planning, Merger & Acquisitions, Data Analytics & Process Improvement, US Military Veteran, Coach, Mentor with the experience and personal network to…

…provide executive management, board of director, and solution consulting to solve complex issues.

Career Highlights

**Principal/Self-employed 2017 to Present**
for 2030 Consulting, LLC. headquartered in Fairfax, VA.

Strategy & Operations Consulting, Technology Consulting, Management Consulting & Professional Services

**Global Practice Lead (VP) - Quality & Regulatory Management Services 2017 to Sep 2017**
for Dassault Systemes Biovia Corp. headquartered in San Diego, CA.

Retained following acquisition to provide expert sales and operations leadership to the global organization.

- Led the largest brand deal of the year (2016 recognition)

- Exceeded quarterly bookings by as much as 153% with revenues of 96% of target

- Served as steering Committee Sr. Advisor for Takeda Pharmaceutical Global QMS Deployment

- Oversaw all sales scoping activities and sales support

- Oversaw all partner management and support

- Designed Sales Objection Handling for Cloud/platform and managed service consulting

**Vice President, Quality & Regulatory Compliance Professional Services 2014 to 2017**
for Dassault Systemes Biovia Corp, headquartered in San Diego, CA.

Facilitated two acquisitions worth $50 Million and $750 Million, and multiple integrations:

- >40% gross margin on professional services; yearly increase in software and service revenues

- Led integration activities and reorganization of operation’s people, processes, and systems

- >$60 Million solution selling activities, including brands’ largest software/services deal (2015)

 - Steering Committee Senior Advisor for Bristol-Myers Squibb Global EDMS Deployment

**Vice President, Global Professional Services & Strategic Engagements** **2008 to 2014**
for QUMAS Inc., headquartered in Jersey City, NJ and Cork, Ireland.

Strategized software deployment, support, and managed service solutions. Led the development of marketable & reusable implementation methods. Guided sales team in negotiating key opportunities.

- Increase in direct revenues up to $21M (avg. budget oversight $35M); estimated gross year P&L of $60M. Oversight of up to 350 resources

- FY2012 company Bookings and Revenue records for Professional Services, include the introduction multiple Managed Service offerings for Tier1 and Tier2 customers

- 2011 Company bookings record of 18% over 2010. New client software bookings increased 37%, Professional Services bookings increased 34%. Services Revenue increased 39%.

- Averaged over 100 deployment projects per quarter and staffed ~30 project level team members

- Service Assessment/Sales negotiations for General Motors UAW Contract Negotiations (2011)

- Staff recipient of the 2009-10 Deloitte Best Managed Company Award

**Director, Global Professional Services ~ Manager, Global Implementation Consulting 2004 to 2008**

for QUMAS Inc., headquartered in Jersey City, NJ and Cork, Ireland.

Oversaw Professional Services team and 3rd party contractors in developing and implementing >$10MM in process management and document/records implementation services.

- Responded to escalated customer issues; generated implementation proposals and Statements of Work (SOW); authored training manuals and prepared presentations for flagship products.

- Led Quality Management Solutions implementation methodology, including internal training

Early Career, Military Service, Other

**Senior Project Manager/Solutions Trainer** ~ QUMAS Inc., Cork, Ireland **2001 to 2004**

**Software Tester/Project Leader ~** Alliance Consulting Group, Philadelphia, PA **2000 to 2001**

**Consultant/Self-employed ~** Winslow Consulting Group, LLC, Amsterdam, The Netherlands **1998 to 2000**

**Help Desk/Software Implementation Specialist ~** Decisive Business Systems, Inc., NJ **1997 to 1998**

**Realtor ~** Weichert Realtors **1997-1999**

**Regional Supervisor, Mobile Phlebotomy Services ~** Corning Laboratories, Moorestown, NJ **1990 to 1997**

**Flight Medic, Aeromedical Evacuation ~** USAF Reserves/Desert Storm Veteran **1988 to 1996**

Educational, Training, Volunteer Experience

Bachelor of Science / Business Management / Marketing Minor – Rutgers University / 1998

AAS / Allied Health Science - Community College of the Air Force / 1993

AAS / Business Management /Real Estate Minor – Burlington County College / 1992

Solution Selling - Certified Level I & II Coach 2008-9

Current Volunteer Family Taekwondo Instructor

Current PTA Gold Member - Eagle View Elementary School