

RYAN

Address 1 | Address 2
Phone | School Email

EDUCATION

2007-Present

**KELLOGG SCHOOL OF MANAGEMENT
NORTHWESTERN UNIVERSITY**

Evanston, IL

Candidate for Master of Business Administration degree, June 2009

Intended majors in Marketing, Finance and Management & Strategy

- Awarded Stone Scholarship for excellence in academics and leadership
- Elected Co-President, Gay and Lesbian Management Association
- Elected Section Representative, Kellogg Student Association Social and Cultural Committee
- Selected Creative Director, 2009 *Special K* annual theater performance
- Consultant to Lincoln Park Zoo guest improvement program through Neighborhood Business Initiative

1998-2002

**UNIVERSITY OF CALIFORNIA, BERKELEY
WALTER A. HAAS SCHOOL OF BUSINESS**

Berkeley, CA

Bachelor of Science, Business Administration; Bachelor of Arts, Sociology, May 2002

- Awarded Regent Scholarship (top 2% of undergraduates), Academic Honors
- Studied finance and economics in the UK at the University of Bristol from 2000-2001

EXPERIENCE

2005-2007

LEK CONSULTING, LLC

Los Angeles, CA

Senior Associate Consultant

- Utilized profitability analysis to recommend the closing of 800 unprofitable stores of a national discount retailer. Created inventory clearing model to sell historic merchandise in the closing stores
- Analyzed size, revenue potential and marketing strategies of US mobile gaming market for major media provider, leading to their \$100M acquisition of a mobile entertainment software company
- Led national health care provider in acquiring regional competitor and transitioning 100,000 members
- Conducted marketing analysis and long-term growth projections of regional financial services provider

2002-2005

HSBC BANK, PLC

London, UK

Manager, UK Corporate Banking (2004-2005)

- Selected by EVP to restructure and centralize UK corporate banking function and to develop national goals, accountability measures and reporting standards that were implemented by all corporate staff
- Generated 12% income growth from 3Q 2004 to 3Q 2005 through client acquisitions in West London
- Managed \$250M portfolio of European corporate clients and identified ongoing revenue leads
- Analyzed leveraged transactions through cash flow forecasts, profitability and feasibility assessments

Assistant Vice-President, Small Business Strategy (2002-2004)

Buffalo and New York, NY

- Supervised six-member team to lead three small business campaigns across branch network, generating \$400M in income through competitive pricing strategies and in-branch marketing collateral
- Augmented Small Business Manager program from 40 employees to 120 through cost-benefit research and local budget allotments; new headcount generated over \$800M in annual revenue
- Reduced loan decision time in central credit from 72 days to under seven through Six Sigma process improvements and increased staff accountability measures to reduce error rates to below 2%

ADDITIONAL DATA

- Former Director of Young Enterprise Business Program and HSBC Representative to London Cares
- Directed *The Last Night of Ballyhoo* and *Little Shop of Horrors* for community theater group in NY
- Climbed Mt. Kilimanjaro and completed 12 half-marathons; enjoy travelling throughout Europe