**Grant A. Ross**

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**Professional Summary & Key Skills**

Experienced entrepreneur and freelance business consultant with a background as a highly accomplished, innovative business operations leader. Proven expertise in senior leadership, program management, operations transformation, and corporate governance. Effective leader and articulate communicator who leverages strong interpersonal skills. Proven success in senior executive roles ranging from startups to Fortune 500 companies. A results-oriented problem solver who delivers value by identifying issues and solutions; establishing controls and governance; and implementing solutions on time and on budget.

**Key Skills:**

* Executive Leadership
* Change Management
* M&A Due Diligence & Integration
* Business Process Improvement
* Business Management Coach & Mentor
* Company Structure & Governance
* ESL Teacher – academic course & lesson content creation
* ITIL Processes & Certification

**Key Accomplishments**

* **Established freelance consulting offerings** through several online services providing management consulting, project management, proposal preparation, and business English consulting, initial engagements have included XPRIZE and DoD/SBIR Solicitation proposal submissions.
* **Built early-stage company’s solutions delivery operations** from $0 revenues to $6,000,000 in 12 months by establishing processes and controls, and formalizing sales and delivery approaches.
* **Established pre-sales support processes**, attaining $14,000,000 in software sales, in 12 months.

**Experience**

**Trusted Advisor to CEO** *11/2018 – Present*

JLC PARTNERS, LLC Fully Remote Work – Denver, Colorado

* Managed start-up operations for unique service offerings to oil and gas mineral owners. Doubled revenues first two years of operations, while leading marketing, accounting, legal, and IT activities.
* Brokered mineral property sales transaction between mineral buyers and the mineral owner, often increasing transaction revenue to the mineral owner by 30% or more.

**Senior Program Consultant & CEO** *02/2005 – 06/2014 & 04/2016 – Present*

ROSS CONSULTING, INC. Hybrid Work (40%-50% remote) – Lakewood, Colorado

* Provided senior-level business and project management consulting services; PMO creation and management; business process transformation and change management; and post-M&A business integration to domestic and international clients.
* Established a PMO/Program Management structure for a $7,500,000 development, piloting, and deployment program for CRM/billing systems to 15 regional telecom providers, saving 20% in costs.
* Managed competitive sourcing of systems integrator, using innovative, results-based selection approach, for three-year, $40,000,000 technology program, which reduced costs by $5,000,000.
* Provided program and management consulting for partnership between technology provider and two Blue Cross/Blue Shield organizations, developing a $16,000,000 integrated healthcare platform, using SaaS model, providing economies of scale for exchange-based insurance and claims processing.

**Senior Partner, Program Governance Practice** *10/2011 – 06/2014 & 04/2016 – 11/2018*

PROGRESSIVE INTELLIGENCE Ltd. Hybrid Work (50%-60% remote) – Lakewood, Colorado

* Led complex change programs through business management consultancy services ranging from strategic program governance and regulatory compliance to implementation and alignment of business processes for measured improvements in solution delivery, for international clients.
* Consolidated project management processes for global, Switzerland-based financial institution, implemented best practices of three methodologies (PMBOK, PRINCE2, Six Sigma/DMAIC), integrated with IPMA-based internal certification process, competency training, and PM career paths.
* Orchestrated M&A due diligence and integration activities between Dimensions (Dubai-based) and two niche software companies, each acquisition over $10,000,000.
* Developed consulting opportunities, provided pre-sales support, and managed engagements.

**Executive Director / Vice President, Professional Services** *06/2014* – *04/2016*

Comcast/THIS TECHNOLOGY Fully On-Site Work – Denver, Colorado

* Established and managed team delivering software products and professional services to Fortune 500 customers, project management, solutions architecture, and engineering, under a PMO structure.
* Achieved 60%-65% margin contributions on all projects, through a PMO governance structure.
* Managed $5,000,000+ systems integration project with major Cable TV provider in Brazil, substantial coordination, with client, US, and European suppliers, to maintain 65% margin. (100% Remote)

**Additional Related Experience**

**Partner, Program Delivery** *07/2003 – 02/2005*

CANU GROUP LLC Fully Remote Work – Englewood, Colorado

Jumpstarted operations and service delivery, hiring and leading system engineering/contractor teams as one of three business partners. Directed projects for a range of telecom, media, and high-tech clients, including Ericsson, DirecTV, and HP, achieving Alliance Partner status with HP and Ericsson.

**Vice President of Solutions Delivery** *03/2000 – 07/2003*

EHPT USA, INC. / ERICSSON CMS Fully On-Site Work – Englewood, Colorado

Turned-around operations performance correcting business and operational issues within supply chain, delivery, resource utilization, and customer service, over first 30 days. Transformed processes, increasing resource utilization to 70% and project margins from -35% to 19% within one year.

Held Corporate Officer role as member of senior management team, provided strategic advice to CEO.

**Education & Professional Training**

VILLANOVA UNIVERSITY, Villanova, Pennsylvania

**Masters Certificate,** **Advanced Strategic Project Management and Lean Six Sigma**

**Masters Certificate,** **Applied Project Management**

MASSACHUSETTS INSTITUTE OF TECHNOLOGY(MIT) / Cambridge Technology Institute, Cambridge, Massachusetts

**Computer Science and Business Coursework Certificate**

Washington and Jefferson College, Washington, Pennsylvania

**Bachelor’s, Life Sciences**

**Certifications & Affiliations**

*PRINCE2 Foundations Certification, EXIN / AXELOS*

*ITIL V3 Foundation Certification, Office of Government Commerce (OGC)*

*International Association of Project and Program Management (IAPPM)*

*Project Management Professional (PMP), Project Management Institute (PMI)*

***SCORE Mentor (Volunteer Services to Small Businesses and Startups), 2021 - Present***

**Additional Skills & Technical Proficiency**

* Coaching, Mentoring, & Peer Development
* Strategic Planning, Budgeting & Cost Management
* Collaboration & Team Building
* Project Management
* Six Sigma training
* Online Educational & Technical Research
* Project Management Methodologies (PMBOK and PRINCE2)
* Competitive Vendor Selection and Negotiations
* Risk Management & Mitigation
* PMO Creation and Leadership
* Solution and Proposal Development
* Critical Thinking
* Outsourcing and Offshoring
* Telecommunications
* Cable TV and Media

**Technical Proficiency:**

* Microsoft Office, MS-Project, and MS-Visio
* **Remote Collaboration Tools:** Zoom, Skype, Slack, Dropbox, Trello, Monday.com
* **Various imaging applications:** MS-PowerPoint, GIMP 2.6
* Adobe Dreamweaver, HTML, and CSS