

John Smith

Leadership | Strategy | Business Transformation

MANAGEMENT & STRATEGY CONSULTANT

Oak Park, CA ■ 555.555.5555 ■ johnsmith@email.com

TRANSFORMING MARKET MODEL, UNLOCKING CUSTOMER VALUE & ACCELERATING GROWTH

PROFILE

Senior Consultant and thought leader with 20+ years of expertise in propelling business growth by driving innovation, game-changing marketing strategies and the customer experience for leading global, national and regional organizations. Blend passions for intelligent sustainability and smart energy with ability to envision change, develop roadmaps and achieve the impossible. Savvy relationship builder, forging alliances with key industry players and partnering with national retailers, high tech companies and manufacturers. Known for building largest conservation portfolio in North America.

Thought Leadership | Business Transformation | Strategy Planning/Execution | Integrated Marketing Partnerships & Alliances | Customer Experience | Product Development | Marketing Communications | Advertising | Market Research | Competitive Intelligence | Consumer Insights | Corporate Branding | E-commerce | CRM | Regulatory Advocacy | Environment/Sustainability | Renewable Energy | Solar Energy | Energy/Water Efficiency

PROFESSIONAL EXPERTISE

Founder & Managing Principal ■ *Charlotte Street Advisors* ■ *Westlake Village, CA*

2020 – Present

Charlotte Street Advisors specializes in intelligent sustainability that connects technology and consumers to drive energy and water efficiency and increase adoption of clean technology and renewables.

Compel business transformation and growth for leading organizations in competitive, highly regulated industries. Offer strategic business planning, marketing and customer engagement best practices.

Business Vision & Strategy

- **Built 100% referral-driven practice** in response to persistent consulting requests from major industry players.
- **Aided to evolve EnergySavvy product portfolio and connect with target companies**, as provider of revolutionary, industry-changing technology, by advising on long-term vision and strategic direction.
- **Poised conEdison of NY, investor-owned utility, for sound decision-making on digital channel investments.** Gained consensus on digital vision, built Digital Customer Experience Strategy and overhauled digital channels.

Marketing

- **Facilitated US market development and expansion for Singapore-based TrickleStar.** Identified key priority/high-priority markets, navigated regulatory process, evolved product offerings and revamped marketing messaging.

Product Development

- **Advanced new product development efforts for next software version of Microsoft's Global Utility and Power practice.** Produced thought leadership on customer service, customer support and new product development.

Alliances & Partnerships

- **Strengthened TreePeople engagement with leaders across Southern CA and Australia and accelerated solutions adoption for critical drought conditions for TreePeople** by forming alliances and partnerships with water agencies, government leaders and big-box retailers.

VP, Customer Programs, Services & Marketing (2017-2020) ■ *Southern California Edison* ■ *Rosemead, CA* 2005 – 2020
Director, Customer Experience/Marketing (2012-2017); **Manager, Market Mgmt/Communications** (2005- 2012)

SCE Corp. is the primary electricity company for much of Southern California, serving 14 million people across 50,000 sq. mi.

Managing The Consultant A Corporate Guide

JA Banks



Managing The Consultant A Corporate Guide:

Managing the Consultant John J. McGonagle, 1981-01-01 Points out the advantages of using consultants advises how to select and negotiate contracts with consultants and suggests ways to settle disputes **The International Guide to Management Consultancy** Barry Curnow, Jonathan Reuvid, 2003 A handbook for corporate purchasers of management consultancy services this unique and highly authoritative guide provides a description of the profession worldwide and advice on how to choose and use its services effectively **Management Consulting** International Labour Office, 2002 New topics covered in this edition include e business consulting consulting in knowledge management total quality management corporate governance social role and responsibility of business company transformation and renewal and public administration *Management Consulting* Milan Kubr, 1996 Widely recognized as a key reference work on the practice of consulting this guide offers an extensive introduction to professional consulting its nature methods organizational principles behavioral rules and training and development practices **Guidelines for Management Consulting Programs for Small-scale Enterprise** Gary L. Vaughan, 1981 Global Master of Franchises Business Management Consulting, Practitioner Director. GMFBMCPD DR MDUSMAN CMgr, DBA PhD MBA, MSc EMBA, ITC, FDA/BA(Hons)., 2025-07-16

Global Master of Franchises Business Management Consulting Practitioner Director GMFBMCPD A Comprehensive Guide to Thriving in the Franchises Consulting World and Becoming a Top tier Global FBM Consultant Practitioner Director Discover the Power of Franchises Business Management and Investment Development in the Global Franchise Business Market Self Study Handbook Author Researched Edited Compiled DR MDUSMAN CMgr DBA PhD MBA MSc EMBA ITC FDA BA Hons Advising the Advisor Advocating the Advocator Analysing the Analyst Assessing the Assessor Coaching the Coach Commanding the Commander Counselling the Counsellor Directing the Director Educating the Educator Evaluating the Evaluator Examining the Examiner Instructing the Instructor Leading the leader Lecturing the lecturer Mentoring the Mentor Teaching the Teacher Training the Trainer Tutoring the Tutor 2023 Keywords as per the book Management Consulting Business Strategy Global Leadership Strategic Business Management Executive Consulting Professional Development Global Business Landscape Analytical Skills Client Relationship Building Problem Solving Techniques Digital Transformation Corporate Excellence Continuous Improvement Certified Management Consultant Global Master Practitioner Keywords Business Management Consulting Continuous Learning Director Franchise Business Market Franchises Global Market Investment Development Leadership Dynamics Mastery Operational Excellence Practitioner Self Study Strategic Insights Top tier Preface Welcome to the Global Master of Franchises Business Management Consulting Practitioner and Director A Comprehensive Guide to Thriving in the Franchises Consulting World and Becoming a Top tier F B Consultant Practitioner and Director GMFBMCPD self study handbook Franchises have become a cornerstone of the global business landscape presenting both challenges and unprecedented opportunities As the demand for expertise in franchise business

management continues to rise this handbook has been crafted to serve as your indispensable companion on the journey to mastery Purpose of the Handbook This self study handbook aims to equip individuals with the knowledge skills and insights needed to excel in the complex and dynamic field of franchise business management Whether you are an experienced professional seeking to elevate your career or an aspiring consultant eager to enter the global franchise arena this guide offers a comprehensive roadmap for success Key Features Comprehensive Exploration Dive into the historical evolution and current trends of franchises examining their impact on the global F B market Consultancy Mastery Understand the vital role of a global franchise business management consultant and learn the skills and competencies required to reach top tier status Practical Insights Explore real world experiences of successful practitioners gaining valuable perspectives on the challenges and rewards of working in franchises Directorship Dynamics Delve into the responsibilities of a director in the franchises sector uncovering the delicate balance between innovation and stability Investment Strategies Discover the power of franchise business management and investment development exploring market dynamics and operational excellence Self Study Format Take control of your learning journey with a wealth of tools resources and case studies that reinforce theoretical concepts and encourage continuous improvement Who Should Read This Handbook Business professionals seeking to enhance their expertise in franchises Aspiring consultants aiming to enter the world of franchise business management Directors and practitioners looking for strategic insights to navigate the complexities of the global F B market How to Use This Handbook This self study guide is designed for flexibility allowing you to navigate chapters based on your specific interests and needs Engage in self reflection apply practical exercises and draw inspiration from real world examples to maximize your learning experience Embark on this self study journey with the confidence that armed with the knowledge contained within these pages you are well on your way to becoming a Global Master of Franchises Business Management Consulting Practitioner and Director Best wishes on your journey to excellence Synopsis Unlock the Secrets to Success in the Global Franchises Business Management Arena In Global Master of Franchises Business Management Consulting Practitioner and Director A Comprehensive Guide to Thriving in the Franchises Consulting World and Becoming a Top tier F B Consultant Practitioner and Director GMFBMCPD discover the strategies insights and practical wisdom needed to thrive in the ever evolving world of franchises Key Features Consultancy Excellence Uncover the role of a global franchise s business management consultant and the skills required to stand out in the competitive consulting landscape Global Perspectives Navigate the complexities of international markets cultural considerations and legal challenges inherent in franchise business management Top Tier Practices Learn from real world case studies of successful practitioners gaining actionable insights to elevate your own expertise in franchises Directorship Dynamics Explore the responsibilities of a director in franchises striking the right balance between innovation and stability for sustained success Investment Mastery Discover the power of franchise business management and investment development gaining a strategic edge in the global F B market Self

Study Journey Take charge of your learning with practical exercises tools and resources designed to reinforce theoretical concepts and foster continuous improvement Who Should Read This Book Aspiring consultants and practitioners are eager to excel in franchise business management Directors and executives seeking strategic insights for success in the global F B market Business professionals looking to deepen their expertise in the dynamic world of franchises Embark on Your Journey to Mastery Today Whether you re a seasoned professional or new to the field this handbook is your go to resource for unlocking the secrets to success in the global franchise business management landscape Equip yourself with the knowledge and skills to become a Global Master of Franchises Business Management Consulting Practitioner and Director Get ready to transform your career and thrive in the world of franchises Who is this Book for Global Master of Franchises Business Management Consulting Practitioner and Director A Comprehensive Guide to Thriving in the Franchises Consulting World and Becoming a Top tier F B Consultant Practitioner and Director GMFBMCPD is for 1 Aspiring Consultants Individuals who aspire to establish themselves as top tier consultants in the field of franchise business management Whether you re just starting your career or looking to transition into consultancy this guide provides the essential knowledge and skills 2 Practitioners in Franchises Professionals already working in franchises who aim to enhance their expertise and practical understanding of the challenges and opportunities within the industry Real world case studies offer insights into successful practices 3 Directors and Executives Leaders guiding franchises at the directorial level seeking strategic insights to effectively manage and steer organisations toward innovation growth and stability in the global market 4 Business Professionals Individuals with a background in business who want to deepen their understanding of franchises whether for personal development or to explore career opportunities in this dynamic sector 5 Investors and Entrepreneurs Those interested in the F B market either as investors or entrepreneurs looking to maximise their understanding of franchise business management and investment development for successful ventures 6 Students and Educators Students pursuing business management or related fields as well as educators looking for a comprehensive resource to supplement their courses and provide practical insights into the world of franchises 7 Self Learners Individuals passionate about continuous learning and personal development who wish to embark on a self study journey The handbook s self study format empowers readers to take control of their learning experience Whether you re a newcomer or an experienced professional this handbook serves as a valuable resource for anyone looking to thrive in the complex and exciting world of franchises business management Why Readers Need to Read This Book 1 Mastery in Franchises Business Management This book provides a comprehensive guide for individuals seeking to achieve mastery in the dynamic field of franchises business management Readers will gain in depth knowledge and practical insights essential for success in consulting practitioner roles and directorship 2 Strategic Insights for Consultants Aspiring consultants can benefit from understanding the critical role they play in global franchises The book offers strategic insights skills development and real world case studies to empower them

to become top tier consultants 3 Practical Wisdom for Practitioners Experienced and aspiring practitioners in franchises will find practical wisdom in navigating challenges and seizing opportunities Real world experiences shared in the book offer valuable perspectives for enhancing operational excellence and achieving success 4 Leadership Dynamics for Directors Directors and executives will discover the delicate balance between innovation and stability in franchises The book explores leadership dynamics governance and decision making providing guidance for effective directorship in the global F B market 5 Investment Development Strategies Investors and entrepreneurs looking to tap into the F B market can benefit from the investment development strategies outlined in the book It equips them with the knowledge to make informed decisions and maximize returns in the competitive global landscape 6 Business Professionals Seeking Expertise Business professionals interested in deepening their expertise in franchises will find this book to be a valuable resource It offers insights into market trends operational optimization and financial management within the franchises sector 7 Academic Supplement Students pursuing business management or related studies as well as educators can use this book as a supplement to their courses It provides practical real world examples that complement theoretical knowledge enhancing the overall learning experience 8 Continuous Learning and Self Improvement For self learners and individuals passionate about continuous learning this book serves as a self study handbook It encourages readers to take control of their learning journey providing tools resources and exercises to foster ongoing improvement In essence this book is a must read for anyone seeking to excel in the competitive world of franchise business management offering a roadmap to success and a wealth of practical knowledge for personal and professional development

The Harvard Business School Guide to Careers in Management Consulting Maggie Lu, 2001 The 2002 edition of The Harvard Business School Guide to Careers in Management Consulting provides invaluable job search advice for the prospective management consultant Harvard Business School graduates students and faculty reveal firsthand insights into the industry describe what a consultant's work is really like outline current industry trends and offer guidelines for approaching the case study interview Also included are profiles of well known consulting firms a mailing list of recruiting contacts and a selective bibliography of relevant books and directories compiled by the Harvard Business School Career Resources librarian

International Guide to Management Consultancy Barry Curnow, Jonathan Reuvid, 2005-12-03 Now in its second edition this unique and authoritative guide provides a description of the management consultancy profession worldwide together with advice on how to choose and use its services effectively With contributions from leading practitioners the guide is essential reading for all purchasers of management consultancy services Part One identifies the parameters and definitions of management consultancy It presents overviews of the industry's origins and evolution the present status of the leading multinational management consultancies and some of the global forces shaping the development of management consultancy Part Two is devoted to ethics and best practice in management consultancy from a number of perspectives Central to these discussions is the international development of the Certified Management

Consultant CMC qualification Part Three scrutinises the life of the client consultant relationship focusing on what clients can do to make the consultant's role effective and their working relationship productive Part Four comprises snapshots by leading practitioners of thirteen key consultancy fields ranging from strategy and marketing through change management and process re-engineering to the newer disciplines of information and knowledge management in commerce ERP and e-business Part Five consists of a general account of consulting in developing countries followed by profiles of 26 country by country management consultancy markets

Educational Consultancy in Small States Marie-Pierre Lloyd, Steve Packer, 1994 Based on a pan Commonwealth training workshop held in 1992 at the University of the South Pacific Vanuatu Complex this volume explores the skills required of the consultant and the ways in which institutions within small states can develop their consultancy capacity Marie Pierre Lloyd is a sociologist working as an independent consultant She has worked in a number of senior public service posts in Seychelles Steve Packer was until recently responsible for the Commonwealth Secretariat's programme on education in small states Educational Development in the Small States of the Commonwealth is a series of books which focuses on the impact of scale on the national education systems of small states Lifelines for the Isolated 1994 Post Secondary Education in the South Pacific 1994 Educational Consultancy in Small States 1994 The Challenge of Scale Educational Development in the Small States of the Commonwealth reprinted 1993 Making Small Practical The Organisation and Management of Ministries of Education in Small States 1991 Ministries of Education in Small States Case Studies in Organisation and Management 1991 The Multi Functional Administrator 1989 NIH Guide for Grants and Contracts, 1976 **NIH Guide for Grants and Contracts** National Institutes of Health (U.S.), 1977

Management Consulting United Nations Conference on Trade and Development. Programme on Transnational Corporations, 1993 The Entrepreneur's Business Guide: From a Startup Approach Austin C. Eneanya, 2018-09-24 The entrepreneur's business guide is a step by step start up business book that addresses business from the start up phase to ideally the developmental stage This is a startup business book This book is a start up CEO field guide book to scaling up your business this start up manual will help you understand what steps to take 1 Change of mentality between the business world and the employment world conventional way of starting up a business 2 How to develop a business idea and convert it into a business plan 3 Franchise business model and tips you need to know before choosing a franchised firm 4 Outsourcing business model with more than 50 business start up ideas you can pick from to start up your own business 5 Network marketing approach for start up building from the ground up 6 Learn how to manage and troubleshoot your business sales as a start up or as an already growing brand **Directory of Management Consultants**, 1983 *Business and Management Consulting* Louise Wickham, Jeremy Wilcock, 2020-03-09 Gain consulting insights into business decision making in today's environment Business and Management Consulting 6th Edition by Wickham and Wilcock first published as Management Consulting over 20 years ago to guide students through the consultancy process This edition renamed Business and

Management Consulting reflects the way in which the consulting world has changed over the past two decades new digital technologies have made information more accessible and changed the way businesses have to operate so management consultants need to have a wider view of their client company Management consulting remains a popular career choice but undertaking a consulting project for the first time can seem daunting for a student or new professional This book continues to offer a practical guide to balancing theory and practice while also giving tips and techniques to the more seasoned practitioner so is ideal for anyone who is undertaking a consulting project This is delivered from the accumulated knowledge and insight of the authors and contributors who all have been consultants The 6th Edition has been revised to reflect how new technologies for communication and information gathering have changed the way in which consultants operate It also includes more insights into how businesses take decisions that impact consulting projects in today's faster paced more volatile environment Key features A comprehensive introduction to the best practice in conducting a consulting project Key insights into how best to tackle the challenges that arise Case studies from across a wide range of industries at the end of each chapter and a long case study running throughout the book Help in choosing and developing a career in consultancy Extensive references and further reading to underpin a student's knowledge In the Preface several pathways are provided for the different types of project a student may be required to undertake taking into account their academic level and previous experience Throughout the chapters the key ideas are highlighted to aid the reader in navigating the book New to this edition More information on how to sell a consulting project Further detail on ways to manage the project tasks with specific tools Specific tools for analysis of digital communications such as websites and social media Techniques for minimising the risks the consultant may face New case exercises based on real consulting projects to put tools and techniques into practice Louise Wickham has over 35 years business experience both within companies and as a consultant working for a wide range of consumer facing businesses and the not for profit sector Jeremy Wilcock is Lecturer in International Marketing at the University of Hull He has 27 years industrial experience with a major multi national where he worked on numerous internal consultancy projects He has lectured regularly in subjects including strategic management and business analysis at undergraduate and postgraduate level and has supervised student consulting projects Pearson the world's learning company

Corporate Success Through People Nikolai Rogovsky, Emily Sims, International Labour Office, 2002 This practical volume reveals how International Labour Standards ILS can be effective and powerful tools around which managers can build their corporate policies and practices particularly during this era of rapid economic change **Marketing Information Guide**, 1963 **Small Business Sourcebook**, 1989 A guide to the information services and sources provided to 100 types of small business by associations consultants educational programs franchisers government agencies reference works statisticians suppliers trade shows and venture capital firms *Management Consulting Today and Tomorrow* Flemming Poulfelt, Thomas H. Olson, 2017-09-01 This new edition gathers more than 22 experts to outline the theory behind consulting providing insight

into change processes and management issues in the field The business of consulting has grown faster than most other businesses due not only to increased demand by clients but also to the innovative capabilities of numerous consulting firms as they develop new services Divided into six parts the book introduces readers to the consulting industry addressing the major practice areas contexts and implementations of the field Significant updates detail the effect of the economic troubles between 2004 and 2010 and then 2010 and now analyze the market response to consulting in recent years and provide a more thorough understanding of how consulting is applied in the different areas of a business such as operations marketing and finance Introductions written by the editors offer further insight into the themes and learning goals of each section helping readers to recognize the elements of a successful consultation and utilize their new skill set The text concludes with a look at the future of consulting with regards to ethics standards and how strong manager client relationships contribute to financial growth Readers will also learn how the developing field of entrepreneurship creates new economic structures and job opportunities Practitioners consultants clients faculty and students of business and management will learn not only how to consult but also gain the skills needed to adapt to and lead organizational change giving them a competitive edge when they enter the field

Management and IT Consulting in the Age of Gen AI Sanjiva Shankar Dubey, 2025-05-19 Dive into the latest edition of this classic Management and IT consulting book now in its 3rd revision featuring an essential new chapter on harnessing the power of Generative AI in consulting Renowned and widely adopted across prestigious institutions such as IIMs and leading B Schools this book serves as a vital resource for students eager to embark on a transformative consulting career Crafted by a distinguished leader in Management and IT Consulting who is also an accomplished author and academic this work elucidates the complexities of consulting processes and methodologies with clarity and insight Whether you re looking to sharpen your skills or begin your journey in this dynamic field this book provides the tools and frameworks needed to excel in the competitive world of consulting

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