

Thomas A. Iseghohi
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CAREER SUMMARY:

Tom Iseghohi is a transformational leader with 30 years of combined specialist and general management corporate experience including positions as Chief Executive Officer. Tom succeeded in reaching the pinnacle of the top 50 companies in the world at a tender age of 34 years old as the youngest Executive Vice President in the entire 100 largest companies in the world in 2001. He has extensive experience raising capital and attracting technical partners to projects. On Wall Street, he led all economic and financial functions for The American Express Group. The Group includes International Banking, Investment Banking and Travel Related Services. He has deep functional experience in Finance, Strategy, Logistics, Mergers and Acquisitions, Strategic Sourcing, Supply Chain Management, Sales, Six Sigma Quality, Cost Management, Marketing and Operations Management. Tom is an expert in economic development and transformation. He has strong consulting experience and has consulted for large organizations, governmental agencies, NGO's as well as small businesses including doctors with group practices and individual practices. He is an executive leader with a track record of quick achievement, sustained results, breakthrough strategies and flawless execution resulting in tangible results and progressive high profile assignments.

EXPERTISE:

- Strategic Assessment, development and Implementation
- Profitable Revenue Growth
- Winning Business Model Development and Implementation
- Strong Relationship Development and Emotional Intelligence Skills
- Diversity Policy Conceptualization and Implementation
- Global Supply Management
- Global Real Estate Management
- Strategic Conceptualization and Results Delivery
- Transformation and Industry Disruption
- Capital Formation and Fund Raising
- Multi-National Organizational Leadership
- Corporate Governance Design and Implementation
- Program Management
- Executive Coaching At SVP, EVP and CEO Levels
- Mergers & Acquisitions Conceptualization and Implementation
- Business Technical Analysis
- Forensic Auditing and Loan Review
- Leadership Development and Succession Planning
- Strong Relationship and Networking Skills In Governmental and Corporate Environments
- Business Turnaround Expertise
- Transformation and Globalization Expertise
- Profitable Growth Strategies and Implementation
- Global Cost Savings Solutions
- Business Development Strategies and Implementation

BOARD EXPERIENCE (Some Examples ... Either as a Director or Consistent Board Interface):

- **Ford Design Institute**
- **Ford Motor Company**
- **Pepsi-Cola Company**
- **American Express Company**
- **Hilton Hotel Abuja**
- **The Transnational Corporation**
- **Broadbased Communications Limited**
- **Emerging Capital Group**
- **Nitel Telecommunications**

NONPROFIT EXPERIENCE:

- Founder G57 Association (Grew From 1 Member To 600 Members and 250,000 Followers in Three Months)
- Creator, American Express Pinnacle Program
- FORD Executive Mentorship Program
- Consultant, ANPA (An Association of 6,000 Doctors)
- Co-Chairman, American Express Diversity Council
- Chairman, American Express Diversity Supplier Development
- Member National Black MBA Association
- Junior Achievement Volunteer
- NIPRO Mentor, Donor and Volunteer
- GOTNI Donor and Mentor
- ALGON Democratic Emersion Program
- FORD Minority Supplier Development Program Mentor

PROFESSIONAL EXPERIENCE:

THE HUDSON CONSULTING GROUP INC., New York, NY 2004 – 2007, 2010 - Present

Executive Vice President, Global Consulting Practice

World-wide responsibility for transformational, mergers and acquisitions, business development and executive development practices.

- Disruptive Strategic Intervention
- Turnaround Conceptualization and Implementation
- Talent Identification, Development and Placement
- Strategic Partnership Development
- Design and implementation of financial systems, processes and controls
- CEO, COO and Executive Vice President Coaching
- Financial Project funding and facilitation
- Strategic counseling and Transaction Facilitation
- Joint venture and M&A facilitation
- Strategy development for fortune 500 companies
- Aggressive Implementation of Strategic Imperatives
- Expansion of practice into emerging business segments
- Coaching and development of key executives in fortune 500 companies
- Recruiting to support rapid growth for consulting and clients

THE TRANSNATIONAL CORPORATION

2007 – 2010

Group President and CEO

Over 2000 employees in 36 states. Asset Portfolio of: \$1 billion dollars. Responsible for managing the entire group of companies including Agro-Allied Businesses, Oil and Gas Exploration, Production, refineries and distribution, Hilton Hotels, Commercial Real Estate Businesses, Telecommunications and Technology.

In this position, Tom had worldwide responsibility for strategy development and implementation. He drove Evaluation of business proposals by the portfolio companies; funding of companies, deployment of talent, executive compensation, corporate governance and expansion of shareholder value. In addition, he was responsible for investor and governmental relations. .

- Saved Company From Going Concern Risk and Created \$700 Million Dollars of Positive Cash Flow in 24 Months
- Enhanced Controls and Refocused The Company On Core Result Levers
- Injected New Talent and Developed Existing People
- Expanded scope of business and grew revenues significantly

- Brought the company to the attention of wall street investors and led to a story by CNBC on the potential of the company
- Built an effective team and drove world class corporate governance
- Successfully acquired privatized governmental assets
- Created new subsidiaries and divested nonperforming divisions

AMERICAN EXPRESS COMPANY INC., New York, NY

2001 – 2004

Executive Vice President and Corporate Comptroller

Over 84,000 employees with 3000 employees in the shared services organization in five continents with shared services organizations in India, the UK and the United States. Controlled a balance sheet of over \$200 billion dollars; Annual operating budget; \$300 million (Finance); \$7 billion (Procurement). Controlled corporate budget of \$23 billion. Reported to CFO with consistent interface with the CEO and the Board

Tom had world-wide responsibility for Global Finance for all three American Express Divisions (American Express Bank, American Express Credit Card Operations, American Express Investment Bank). He was also the Operating leader for the \$7 billion Procurement and \$10 Billion Real Estate Organizations.

- Chief Accountant for the corporation
- Designed and implemented compliance with Sarbanes Oxley requirements
- Globalized the finance function and reduced operating cost by 20%, representing over \$100 million in savings between 2001 - 2003
- Intimately involved (Led Financial due diligence elements of the deal) in the acquisition and integration of Share People...also involved in analyzing other merger candidates
- Consistent interface with Wall Street Analysts, Rating Agencies and Regulatory Agencies
- Transformed American Express Procurement to a benchmarked world class organization
- Delivered \$160 million in Procurement cost savings in 2003, building on 2002 savings of \$200 million
- Accelerated the resolution of the SEC comment letter, resulting in increased credibility and enhanced relationship

FORD MOTOR COMPANY, Dearborn, MI

1998 – 2001

Executive Director, Purchasing, April 2000 – June 2001

Annual budget of \$96 billion. Reported to Group Vice President, Purchasing, who reported to the CEO

Responsible for purchasing strategy, development and implementation of tools and overall governance of the Function

- Achieved over \$1 billion in efficiencies
- Created and implemented the eBusiness Strategy; deployed state of the art processes and tools
- Developed a seamless value chain between strategic sourcing and contract compliance

Group Director, World Wide Revenue and Volumes, August 1999 – April 2000

\$150 billion annual sales. Reported to Group Vice President, Global Marketing, who reported to the CEO

Global Responsibility for pricing and business case for all automobiles

- Developed volume and pricing strategy to better align with market demand, resulting in a 10% improvement in margin
- Shifted capacity management to highest margin products
- Served as Chair for Platform Optimization Council, representing voice of the customer. The Council was ultimately responsible for the company-wide platform commonization push
- Selected leader for Capstone, Ford's executive screening program. Team developed a reduction plan and initial pilot to drive 25% savings for a 6 billion Logistics budget

Director of Finance, Performance and Luxury Cars, January 1999 – August 1999

\$25 billion annual sales. Reported to Vehicle Line Director, Product Development, who reported to Group President, Large Vehicle Center

Global Responsibility for ensuring performance and luxury vehicles are developed within budget and achieve required P&L results

- Built corporate consensus around vehicle line strategy, content & competitive defense
- Developed strategic intent and market equation of proposed new automobile programs
- Facilitated platform commonization for Jaguar and Lincolns, improving commonization by 60% and resulting in a 40% reduction in platform development costs

Assistant Controller, Global Vehicle Operations, April 1998 – January 1999

\$17 billion annual budget. Reported to Global Controller, Manufacturing Finance, who reported to the Corporate Controller

Global finance responsibility for worldwide plants and manufacturing facilities

- Reengineered global logistics and delivered 20% in cost reductions
- Developed and implemented new logistics strategy
- Delivered \$217 million to the bottom line

PEPSI-COLA COMPANY, Somers, NY

1991- 1998

Director of Strategy and CFO Texoma Business Unit, June 1997 – June 1998

\$2 billion in sales, 1 million transactions and 100 million units sold annually. Reported to Business Unit President, who reported to the President of Pepsi-Cola Company. Functionally reported to CFO Pepsi-Cola Company

Selected to turnaround Business Unit with direct responsibility for Finance, Technology and Accounting

- Developed strategic initiatives, implementation and competitive defense
- Hired, coached and developed market unit and plant CFOs
- Together with the executive team, we successfully transformed the division from losses to a highly profitable and competitive division

National Group Manager, Sales Operations, September 1995 – June 1997

\$10 billion in annual sales. Reported to Senior Vice President, Sales Operations, who reported to the CEO

Responsible for developing and implementing product warehousing and distribution strategies nationally: Sales Operations represented about 70% of the company's P&L

- 28% improvement in revenue
- Improved productivity by 12%
- 20% improvement in selling and delivery costs; 45% reduction in total miles driven

Financial Process Leader, January 1994 – September 1995

\$2 billion in annual sales. Reported to Business Unit CFO who reported to the Business Unit President and functionally to the company's CFO

Responsible for Business Unit Finance Transformation

- Reengineered processes and reduced annual costs by 15%
- Successfully consolidated suppliers while avoiding and minimizing organizational stress

Regional Sales Manager, November 1992 – January 1994

\$60 million annual sales. Reported to Market Unit President who reported to the Business Unit President

Responsible for a \$60 million P&L

- Improved sales volume by 30% and grew profit by 40%

Manager of Financial Planning and Analysis, September 1991 - November 1992

\$200 million in annual sales. Reported to Market Unit CFO, who reported to the Business Unit CFO

Responsible for planning and analysis for the Indianapolis Market

- Eliminated non-performing products, restructured value proposition and deployed enhanced sales strategies
- Changed marketing programs and saved over \$10 million

FORD MOTOR COMPANY**June 1989 – September 1991***Four positions in three years, three sequentially higher level analyst positions*

- Reduced outside labor costs by \$2 million
- Discovered Powertrain issues during analysis of outside labor assignment resulting in \$200 million savings by the company

FLORIDA NATIONAL BANK (BANK OF AMERICA)**January 1986 – September 1987***Auditing staff and Senior Analyst Positions*

Responsible for compliance planning and conducting bank compliance reviews and audits

- Internal control review
- Compliance reviews
- Underwriting policies
- Branch Certifications
- Fraud Detection
- Process improvement recommendations

EDUCATION:**Executive Board program, Kellogg School of Business****2005****Executive Marketing Program, Duke Fuqua School of Business****1998****The Ohio State University, Columbus, Ohio****June 1989****MBA Finance, International Diplomacy and International Business,
“A” Student...GPA 3.75 on 4 Point Scale****Bethune-Cookman University, Daytona Beach, Florida****December 1985****BS Accounting and Computer Science; Minor, Political Science
“A” Student ... GPA 3.50 on 4 Point Scale****Passed the Indiana CPA (Chartered Accountancy) Exams in 1993****INTERESTS:**

Photography, Mentorship, Physical Fitness, Tennis, Rollerblading and Community Development

FAMILY:

Married To Queen Anita Iseghohi. Blessed with Four Children (Chase, Drake, Troy and Miolen)

LOCATION PREFERENCES:

Flexible ... Open to relocating