

Financial Executive with 25+ years of experience generating strong results in complex companies and environments.

Proven leader

- Mentored executive teams in emerging countries (Philippines, China) as part of IBM's Senior Leadership Team (I&VT) and set IBM financial strategy/policy as a member of the Finance Policy Committee (FPC).
- Led massive transformation in times of crisis for both the American School in Japan (Board Chair) and as Controller of IBM Japan. Under my leadership, both the school and IBM Japan became models for other companies and institutions.
- Delivered *tangible results* with record levels of growth, profitability, cash generation and successive years of 100% satisfactory audit results. The results were recognized by many including the IBM Board of Directors.

EXPERIENCE:

UNIVERSITY OF UTAH, DAVID ECCLES SCHOOL OF BUSINESS 2017 - present

Program Director of the Masters of Science in Finance (MSF) program (2023 – present) & Associate Professor of Finance (2017 – present). SLC, Utah. Developed & taught masters level courses in corporate financial decision making, international finance, and the fundamentals of corporate finance. Advised all full-time MBA students in their capstone projects. As MSF Program Director, managed curriculum, faculty & staff and program budgets. Additional responsibilities include: managing program rankings, accreditation and admissions.

IBM CORPORATION 1990-2017

IBM Japan – CFO. Tokyo, Japan. 5/11 – 8/17. Responsible for financial operations including: planning, measurement reporting, pricing, strategy, business controls, accounting, treasury, real estate, procurement and general affairs. Restored revenue growth (1st quarterly revenue growth in six years) and produced dramatic performance improvements to be IBM's best in profit margin, cash flow realization, and internal audit risk-weighted "satisfactory rating". Annual revenue: \$9B (@105yen/US\$), employees: 22,000.

IBM – Assistant Controller. Armonk, NY. 5/09 - 5/11. Developed models for optimizing global development and capital expenditures. Evaluated proposed acquisitions. Reviewed and coordinated global business unit strategies in setting corporate earnings and strategic planning models as well as global pricing delegations and strategies.

IBM Japan – Controller. Tokyo, Japan. 10/05 – 5/09. Produced consistent improvements in profitability, internal control assessments and audit ratings. Made significant revisions to accounting and compensation systems to address integrity and compliance issues. Presented sustained improvement results to the IBM BOD and the Audit Committee with favorable outcomes.

IBM Business Consulting Services - Asia Pacific CFO. Tokyo, Japan. 7/99 – 10/05. Led the acquisition & integration of the Price Waterhouse Coopers Consulting in Asia. Established a team of over 100 financial professionals throughout Asia with responsibility for business controls (SOX), long-range planning, budgeting, forecasting, pricing and all other financial activities. Annual revenues \$4B. Directed the pricing and negotiations of AP Services contracts including IT Outsourcing (projects as large as \$1B+).

Corporate HQ/Asia-Pacific HQ – Finance Mgr. New York, Tokyo Japan, Colorado. 8/90 - 7/99. Developed and conducted management workshops Asian and Southeast Asian country General Managers. Managed a team of 7 Financial Analysts in their preparation, consolidation, analysis, and presentation of resource, capital, and asset plans; financial budgets, operating and strategic plans, forecasts, and measurements. Responsibility for Asia/Latin America site spending.

The American School in Japan 2013 - 2017

Trustee 2013 – 2017. Board Chair 2015 – 2017. Tokyo, Japan. Appointed Board Chair during crisis and resignation of the existing BOD. Led successful legal mediation, restored BOD and governance practices & hired a new interim and permanent Head of School.

EDUCATION: **MBA - FINANCE/ACCOUNTING.** Anderson Graduate School of Management at UCLA. June 1990. Dean's List. GPA 3.9/4.0. Inducted to Beta Gamma Sigma. Member: Management Consulting and Accounting, Consulting and Tax Clubs. Volunteer Japanese Interpreter, UCLA Medical Center.

BA, magna cum laude. MARKETING & JAPANESE. University of Utah, SLC, Utah. June 1988. GPA 3.9/4.0. Marketing Scholar of 1988, Phi Beta Kappa, Phi Kappa Phi, Beta Gamma Sigma, and Phi Eta Sigma.

INTERESTS: Skiing, hiking, running and travel. Fluent in spoken Japanese.