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| Trevor Cusworth | tcusworth@gmail.com • (508) 446-6461linkedin.com/in/tcusworth/ • Boulder, CO |

Vice President/Senior Vice President/C-Level

**Highly analytical and results-driven professional with international experience in consulting services, engineering, digital transformation, performance improvement, sustainability, strategic/tactical solutions, change management, business development, M&A, FP&A, and P&L across Big 4/Fortune 500 companies in North America, Europe, and Asia.**

Proven success in end-to-end project/program management from initial concept through planning and timely execution in Food & Beverage, Tech, Oil & Gas, Automotive, Consulting, and Consumer Package Goods (CPG) industries. Well-versed in equipping cross-functional on-site/remote teams as big as 650+ personnel with required skills and methodologies through continuous guidance and training. Instrumental C-suite executive with history of introducing actionable strategies and plans that deliver exponential business/revenue growth and solid presence across national/international markets. Proficient Communicator and Negotiator; excel at building and strengthening partnerships with top-tier clients, involving ExxonMobil, BASF, Kimberly Clark, Heinz, Boise Cascade, Colgate Palmolive, British Petroleum, Starbucks, Deloitte, International Truck, Miller.

Areas of Expertise

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| * Operational Excellence
* Key Account Management
* Contract Negotiations
* Cross-functional Collaboration
* Environmental Sustainability
* Stress & Conflict Management
* Strategic & Tactical Planning
 | * Consultancy & Advisory Support
* Project & Program Management
* Continuous Process Improvements
* Resource Allocation & Management
* Cultural & Digital Transformation
* Client Meetings & Presentations
* Customer Service & Satisfaction
 | * Team leadership & Development
* Cost & Revenue Optimization
* Complex Problem Resolution
* Stakeholders’ Management
* Territory Management
* Performance Management
* Profit & Loss Accountability
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Career Experience

Schneider Electric, Boulder, CO 2010 – Present

Strategic Account Executive (Schneider), VP of Business Value Consulting (Invensys)

Direct end-to-end operations associated with management of high-value global account “ExxonMobil” for Schneider Electric market-leading provider of industrial automation, including hardware, software, and services worth $30B+. Oversee functions related to opportunity identification and deployment of global business development initiatives to build/retain industry partnerships and accelerate acquisition new accounts. Serve as key point of contact for clients and senior leadership.

* Achieved customer success for account worth $65M+ by ensuring service excellence, satisfaction, and growth planning/execution.
* Negotiated and attained optimal terms and conditions for contracts worth $15M+.
* Increased plants’ output and performance by devising and deploying robust methodology.
* Honored with Invensys Innovation Award for Asset Performance Management.
* Improved account growth by 50%+ in five years by growing existing business, introducing new technologies, and expanding into new areas.

Step One Consulting LLC., Westford, MA 2008 – 2010

Principal Consultant

Delivered exceptional leadership support to consulting company offering services/solutions for design/implementation of real-time performance metrics/dashboards and manufacturing environmental sustainability. Headed full spectrum related to implementation of operations improvement strategies in diverse industries, including CPG, automotive, food, and beverage. Acted as key point of liaison for the largest client “Heinz”. Managed all facets of business value assessments in coordination with customers.

* Increased throughput and reduced waste by 30%+.
* Engaged with partners and systems vendors to improve customer value and performance.
* Uncovered and capitalized on top financial opportunities for improvement to optimize revenue and profit margins.

Additional Experience

Director, Deloitte Consulting, Boston, MA

Directed day-to-day functions related to business growth, operations management, performance improvement, environmental sustainability, and leadership engagement as Keynote Speaker. Led Strategy & Operations Group for management consulting firm worth with market value of $3B+.

Chief Executive Officer, Hagen & Co., Inc., Marblehead, MA

Generated $3.5M+ in revenue and increased headcount by 3X for international manufacturing performance consulting firm. Led client engagements and delivered $10M+ in profit improvement. Oversaw $3.5M+ project for large textile operation while increasing performance, efficiency, output, reliability, and profitability.

Vice President, Performance Solutions, Invensys, Foxboro, MA

Headed full lifecycle of performance solutions in North America, Europe, and Asia for $13B+ provider of industrial automation and controls hardware, software, and services. Increased staff from 50 to 450+, acquired/integrated 3 companies, and improved revenue from $5M to $85M+.

Vice President, Business Operations, Aspen Technology, Inc. (formerly Setpoint, Inc.), Cambridge, MA

Led 150+ global projects with team of 100+ engineers for software/services company worth$300M+ to improve efficiency of manufacturing process. Spearheaded worldwide implementation of Oracle ERP system, including financials, order entry, and customer service with internal and external resources.

Applications Engineer, Imperial Oil Ltd. (ESSO)

Control Engineer, Imperial Chemical Industries, PLC

Education

B.Sc. in Chemical Engineering - Graduated with Honors

University of Leeds, Leeds, UK

Publications

Zero to Hero”, a new approach to help increase the returns from performance improvement investments | Deloitte Publication

“Sustainability: From the Boardroom to the Breakroom” | Deloitte/GMA Publication

“Implementing a Global Order Entry System in Oracle” | Oracle Users Group

“Advanced Controls Improve: Profitability of UOP CCR Platformer” | Platforming Reformulated Fuel Magazine

US Patents

Developed Asset Management of a Process Control System | US Patent 10, 943, 195