

Brian Francis - Principal, TechPar Group

35+ Years Strategy, Digital Transformation, and Sales Leadership



Brian has over three decades of sales and delivery experience in the consulting, software and digital services industries. He is adept in building sales and delivery organizations and capabilities, developing go-to-market business strategies, and cultivating high performing teams. He has led and managed a broad range of multi-million-dollar engagements focusing on business and workforce transformation, digital strategy and Industry 4.0 led operations improvement.

Brian earned his Master of Business Administration from Hankamer Graduate School of Business at Baylor University.

Highlights

- Proven track record in growing business value through the design and implementation of complex change and business transformation programs.
- Establishing trusted advisor relationships, on business and IT, with clients at global enterprises.
- Translating clients' business vision and objectives into operating strategies, IT strategies, and long-term business transformation roadmaps .
- Deep understanding of the core business processes of many industries including Financials, Operations, Sales, HR and Procurement.
- Building, leading, and coaching multi-national client service teams and practice units in North America, Europe and India.

Professional Experience

TechPar Principal – Sr. Technology Advisor: Reporting to the CEO and Board-of-Directors, developed strategic and multi-year business transformation program and IT business case for a \$1.6B publicly traded transportation company. Responsibilities included re-organizing 11 individual operating companies into 4 to support a common accounting platform and Transportation Management Systems (TMS), overhauling Corporate and OpCo IT and SSC organizations, directing the PMO and Change Management execution, and orchestrating and negotiating contracts for Oracle Financials, System Integrator, TMS Enterprise License Agreement and Upgrade, HRIS for Corporate and Office 365 implementation.

IBM Global Business Services: Senior Client Partner responsible for two of IBM's largest Fortune 10 clients. North American Leader for Enterprise and Commercial consulting services for all industries. Managed a team of 10 Partners identifying and overseeing progression of new logo and existing accounts which contributed to over \$1.5B in GBS signings and over \$4B in new pipeline. Management Consulting Partner for Accenture, KPMG and IBM.

Expertise

- Business Analysis
- Sales Leadership
- Project Governance
- Project Management Office
- Business Transformation
- Change Management
- Systems Analysis
- Large Program Management
- Industry 4.0 initiatives
- Agile Project Management
- Critical Thinking
- Problem Solving
- ERP Systems Design and Implementation