

**Adam R. Steinberg**  
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### ***Digital Transformation – Cognitive Analytics – Management Consulting Executive***

Mr. Steinberg is a collaborative and innovative Management Consulting Executive known for building, growing and managing high performance businesses. Adam has demonstrated success in creating top performing practices from scratch and scaling faltering practices by assessing people, process and offerings. He has established trusted advisory relationships with client C-Suite and senior leaders engaging in reimagining business process, solution ideation and project delivery for consult-to-operate (XaaS) offerings. Adam's functional areas of expertise include: AI/Watson and digital solutions, intelligent process automation, advanced analytics, big data, operations and growth strategy, business transformation, and business development. Highly effective in:

- Cognitive Process Automation
- Front & Back Office Performance Improvement
- Customer and User Experience
- Revenue and Profit Growth
- Talent Management
- Solutions Development & Implementation
- Partnerships & Alliance Management
- Customer Analytics & Marketing Effectiveness
- Customer / Client Relationship Management
- Digital Operations Excellence
- Go-to-Market Strategy Definition
- Marketing & Sales Enablement
- P&L Management
- Practice Building & Turnaround

### ***HIGHLIGHTED CAREER ACHIEVEMENTS***

- Achieved business targets for clients and the firm through building solution offerings, establishing partnerships and channels, developing consulting sales and delivery teams, while enabling other practice areas to sell-through and pull-through additional revenue.
- Hired and developed "best in breed" talent focused on strategic goals, setting cohesive go-to-market strategy, building disruptive market-ready solutions, and enabling other sales channels within the organizations.
- Adept at managing through change, navigating and leveraging assets within a highly matrixed environment, demonstrated through multiple reorganizations and transformations to right size businesses based on market demands.
- Fortune 500 clients include: Mercedes-Benz Financial Services, Walgreens, HSN Inc., Thomson Reuters, Cengage Learning, Pearson, McGraw-Hill, and Dow Jones & Co.

### ***EMPLOYMENT SUMMARY***

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| <b>DXC Technology</b>                            | <b>2019 – 2020</b> |
| <b>IBM Corporation (formerly PwC Consulting)</b> | <b>2002 – 2017</b> |
| <b>PwC Consulting</b>                            | <b>1994 – 2002</b> |