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Professional Profile

Summary

Accomplished management consultant with excellent results providing services to large, complex accounts for Fortune 500 companies. Proven strategic leader with high integrity and a passion for excellence and building winning teams. Easily builds trusted relationships with clients, resulting in strong business partnerships.

Key Competencies

Leadership and Management	Client Relationship Development	Results-focused Communication	Team Building and Mentoring
Identifies desired future states and leads teams to achieve the vision	Facilitates effective client meetings, both group and one-on-one	Identifies stakeholders and keeps them appropriately informed for project support	Motivates teams and individuals to give their best
Creates strategic plans and delivers with disciplined tactical execution	Creates and executes winning contract negotiation strategies	Recognizes communication needs and creates appropriate solutions that are targeted, timely, and relevant	Leverages individual skills and talents to maximize team effectiveness
Uses project management skills to deliver projects that meet or exceed expectations	Stays informed of new service offerings and presents them in a timely manner to clients	Possesses strong written and verbal skills	Provides individuals with opportunities to stretch with the appropriate support
Delegates with purpose and diligently follows-up	Discovers client's needs and identifies potential solutions through a consultative approach	Crafts effective presentations	Sets meaningful goals with accountability and milestones to measure progress.
Leads from a financial seat and manages a P&L	Builds strong, enduring client relationships that become partnerships	Establishes detailed processes and requirements to assure clarity of all parties	Provides regular feedback in a way that it can be heard to improve performance
Leads teams through significant change	Easily adapts to various working styles	Stays current on communications (e.g. email) to assure work efforts move forward smoothly	Sets expectations for delivering high-quality results
Creates governance models that maximize business results	Uses a process-based approach in selling	Uses active listening skills	Is highly motivated to meet or exceed team and personal goals
Uses metrics to monitor business results and identify course corrections	Effectively strikes the balance between being a client advocate and delivering on company objectives	Possesses strong persuasive skills	Builds integrated teams across functional areas for the best possible outcome
Breaks down complex issues into manageable components, embracing new approaches for a solution	Stays close to client's business developments	Creates an environment of open and honest communication	