

HEATHER L. BREWER

INTERNATIONAL BUSINESS LEADER

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  heatherleebrewer.com
  in/brewerheather

I am a globally-minded, strategy-driven, customer-focused international business executive and trailblazer. With a passion for high-level networking and an entrepreneurial mindset, I am comfortable managing “risky” initiatives and business transformation efforts to solve problems and help organizations thrive on a global scale.

1995 – 2000 & 2002 – 2004
ERNST & YOUNG
 United States; Spain; Latin America

MANAGER,
 INTERNATIONAL TRANSACTION
 ADVISORY SERVICES

Provided M&A transaction advisory
 and due diligence services for private
 equity (PE) funds, venture capital and
 strategic and corporate acquirers

Read case study

2007 – 2009
DELOITTE CONSULTING
 Seattle, WA USA

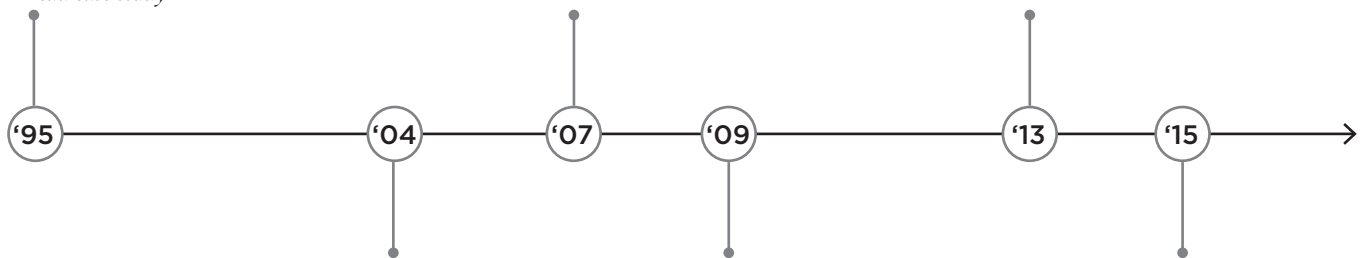
MANAGER,
 STRATEGY AND OPERATIONS

Designed and implemented
 new solutions and business
 transformation efforts for large,
 global clients totalling \$76 billion

2013 – 2014
UNIFY CONSULTING
 Madrid, Spain

EXECUTIVE
 CONSULTING DIRECTOR

Led and managed overarching
 launch of Costco Spain (and
 first country in Continental
 Europe) *Read case study*



2004 – 2006
THE MILLS CORPORATION
 Madrid, Spain; London, England

VICE PRESIDENT,
 EUROPEAN COMMERCIAL
 AND FINANCIAL OPERATIONS

Managed all aspects of acquisition and
 new business due diligence efforts
 across Europe, including \$3.8 billion in
 M&A transactions

Read case study

2009 – 2013
SLALOM CONSULTING
 Seattle, WA

PRACTICE AREA LEADER,
 EXECUTIVE MANAGEMENT
 CONSULTANT

Delivered business transformation
 services to a portfolio of clients
 including: Microsoft, EMC, Institute
 for Health Metrics and Evaluation
 and Bill & Melinda Gates Foundation

2015 – Present
**BRIDGE PARTNERS,
 STRONG-BRIDGE
 CONSULTING**
 Seattle, WA

EXECUTIVE NEW BUSINESS
 DEVELOPMENT LEADER

Successfully launched 13 banner
 clients, managed over \$35M
 in revenue and 50+ consultants
 across the United States

YEARS DELIVERING CLIENT RESULTS



EDUCATION & CERTIFICATES

MICHAEL G. FOSTER SCHOOL OF BUSINESS
 Bachelor of Arts, *University of Washington, Seattle, WA*

MICHAEL G. FOSTER SCHOOL OF BUSINESS
 Accounting and Certificate of International Studies in Business
 (CISB - Spanish track), *University of Washington, Seattle, WA*

UNIVERSITY OF WASHINGTON
 Founder, Mentor and Advisor, CISB Program

LANGUAGES
 English & Spanish
fluent and bi-lingual, oral and written

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PROFESSIONAL SKILLS AND ABILITY TO THINK LATERALLY

INTERNATIONAL BUSINESS

- International leadership
- Global expansions
- Worked in 14 countries
- 8 professional international moves
- Visited 52 countries

CONSULTING LEADERSHIP

- Top tier consulting leadership
- P&L Ownership
- Business Development
- Account Leadership
- Delivery Management
- Sell, deliver and manage complex programs
- Customer strategies and solutions

BUSINESS TRANSFORMATION

- Global business expansion and acquisition leadership
- Stakeholder Alignment
- Technology Enablement
- Cloud Success
- Enterprise solutions
- Transformation efforts across senior management teams and organizations

STRATEGY

- Corporate Strategy
- International Growth
- Strategic Initiative Leader
- Vision, Mission, Values
- Goal & Target Setting

FINANCE

- Mergers and Acquisitions
- CFO Services
- Finance Transformation
- Financial Planning and Analysis
- Due Diligence
- Financial Controller
- Auditor, Accounting

INTERPERSONAL

- Servant Leader
- Risk Taker
- Trust Builder
- Action Oriented
- Bring order to chaos
- Innovative Thinker
- Growth Mindset
- Multicultural
- Engaging and Proactive
- Excellent Communicator

DIRECTOR OF NEW BUSINESS DEVELOPMENT

BRIDGE PARTNERS, STRONG BRIDGE CONSULTING

TOP TIER CONSULTING LEADERSHIP: My 20+ years in Management Consulting combined with my passion for high-level networking and intrapreneurial mindset are key to my success leading new business development efforts for top Tech and Telco clients across the United States. I thrive building business relationships with a wide variety of clients (primarily Fortune 250) and helping them ideate solutions and strategies for their most complex business needs. In this role, I have successfully launched over 13 banner clients, managed over \$35M in revenue and 50+ consultants representing multiple business transformation efforts and programs.

BUSINESS DEVELOPMENT AND P&L OWNERSHIP: As the leader for New Business Development, I am responsible for leading and managing all aspects of identifying, negotiating, selling and delivering new consulting opportunities, including the related contracts, MSAs, SOWs and engagement of broader stakeholder groups as needed. I have P&L ownership for my portfolio of accounts and am responsible for overseeing and managing successful delivery by my teams. In addition, I have been the Account Director for large enterprise accounts, including Microsoft and Expedia.

TRUST AND RAPPORT: My diverse set of consulting expertise (including: strategy, operations, finance, sales, marketing, technology enablement, leadership development and overall business planning) combined with my authenticity, global mindset, client focus and action-oriented approach enables me to gain rapport quickly with clients. I thrive in chaos and am comfortable managing "risky" initiatives and new strategies to help organizations thrive on local and global levels.

EXECUTIVE CONSULTING DIRECTOR


UNIFY CONSULTING

GLOBAL EXPANSION BUSINESS LEADER: Costco, the second largest retailer in the world after Walmart, hired me to lead and manage the overall launch of Costco Spain, the first Costco in Continental Europe. In this role, I managed the overall project launch which included leading complex, international, geographically dispersed teams as well as collaboration with key global partners such as: Accenture, SAP, Telefonica, Sipay and Costco executive leaders. Alignment with global stakeholders from each functional business area was critical to ensure the complex launch was managed and successfully deployed. During the actual launch and go-live period, I was nominated as the global "front door" for all issues, risks, dependencies and escalations and responsible for triaging, prioritizing and creating a resolution plan for all business units and partners.

MULTICULTURAL BUSINESS TRANSFORMATION: As the first Costco in Spain, this role came with a unique set of considerations, including a new global operating system with the first use case in Spain, a new country, culture, language, retail model, and legal structure. Rapport was immediately gained with local employees, vendors and management who valued my knowledge of the Spanish and global business environments, culture and language. My ability to create and manage a clear path forward under extreme pressure and chaos enabled us to achieve efficiencies and ultimately a successful launch. This role is a career highlight where I was able to fully engage my international, professional and interpersonal skillsets and thrive in one of the most unique opportunities of my life.

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PRACTICE AREA LEADER AND EXECUTIVE MANAGEMENT CONSULTANT SLALOM CONSULTING

FINANCE: Responsible for leading the initial CFO Advisory Services Practice at Slalom Consulting. Specific finance projects included working as a Senior Business Analyst at the Bill and Melinda Gates Foundation responsible for the design, development and continuous improvement of a new global investment workflow process. Also represented Finance on the design, implementation and management of a cross-Foundation system implementation project, interfacing daily with business readiness executives and governance committees.

CONSULTING LEADERSHIP: Lead the overall business readiness and change management program for EMC's post acquisition integration of Isilon, including all systems, process, organization structures, roles and responsibilities, reporting and changes to the underlying policies and procedures. Interfaced daily with C-Suite executives and global management teams.

STRATEGY: Collaborated with the Microsoft Global Finance Executive team and the broader Microsoft Organization to design, develop, implement and manage the first worldwide Diversity & Inclusion initiative.

BUSINESS TRANSFORMATION: Led and managed requirements gathering, RFP process, vendor selection, design and implementation for a new corporate performance management system, including project and enterprise budgeting and forecasting, workforce management, pipeline planning and ad-hoc reporting solutions for the Institute for Health Metrics and Evaluation.

MANAGER | STRATEGY AND OPERATIONS DELOITTE CONSULTING

STRATEGY: Reported directly to Managing Partner, Strategy & Operations. Responsible for designing and implementing new solutions and business transformation efforts for large, global clients to improve the efficiency, effectiveness and processes to meet client needs and strategic objectives. Interfaced daily with Deloitte and client senior management teams.

FINANCE: Developed an innovative future vision, identified top priorities and re-structured the overall Finance Organization for a \$116 billion wireless telecommunications company. In addition, proposed and delivered a complete corporate overhead structure and process for a leading \$16B global retail real estate company in the US.

CONSULTING LEADERSHIP: Defined the approach, scope, governance structure and implementation roadmap for a Global Close Effectiveness Program for a \$18.4 billion global Internet networking leader.

BUSINESS TRANSFORMATION: Transformed Deloitte's Seattle Corporate Responsibility and Social Management Programs. This included representing Deloitte as the sponsor for the University of Washington Business Economic Development Center Program and performing pro-bono consulting to help minority Seattle businesses. I also served as the lead Committee member for Deloitte's Women's Initiative (WIN).

VICE PRESIDENT | EUROPEAN COMMERCIAL AND FINANCIAL OPERATIONS THE MILLS CORPORATION

INTERNATIONAL GROWTH, ENGAGING AND PROACTIVE: In 2004, The Mills Corporation (the largest US publicly traded REIT at the time), made a strategic decision to expand and launch international operations. I was hand-picked by the International CEO to lead international growth, finance and operations for Europe. I was known as the 'strategic go-doer' for all-things growth and expansion. In this role, I was responsible for managing all aspects of acquisitions and new business due diligence efforts across Europe, including \$3.8 billion in M&A transactions.

GLOBAL EXPANSIONS, INNOVATIVE THINKER: As part of the Global Executive Leadership Team, I was responsible for overall financial management of the international business; including managing acquisitions, performing due diligence efforts, assessing greenfield investments and setting up new businesses in various countries. Within two years, we launched new operations in Spain, Germany, Italy, Scotland, England and the Netherlands. New international corporate structures, regulations, varying tax, legal, invoicing, language and employment requirements for each country were incorporated while simultaneously managing overall international business growth, planning and strategy.

GOAL AND TARGET SETTING: In addition to forming part of the Global Executive Leadership Team, I was directly responsible for the day-to-day operations, management and performance of Madrid Xanadu, our Eur330M asset in Spain. This included direct management of the Finance and Operations teams, country oversight and performance as well as reporting back to and improving liaisons between the US and European teams.

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MANAGER | TRANSACTION ADVISORY SERVICES ERNST & YOUNG (EY)

CFO SERVICES, DUE DILIGENCE: During my nine years at EY, I developed and mastered a unique combination of financial skill sets. After four successful years in the Audit and Assurance practice in Washington, D.C. I took a risk and followed my passion for international business and moved to Spain. After one year in Spain, I was promoted into the EY Corporate Finance Group, a distinct transition and milestone that would pivot my career to global Mergers & Acquisitions in Europe and Latin America serving a variety of Private Equity Funds, Venture Capital, Strategic and Corporate Acquirers.

RISK TAKER: I joined EY, a prestigious, global firm, in order to gain international experience and exposure. After four years in DC, EY put a hold on all foreign exchange programs. Instead of waiting, I ventured to Spain on vacation, knocked on EY's door, introduced myself, and boldly asked to speak to the Managing Director. After a convincing conversation in Spanish, he offered me local role in the EY Audit practice in Spain, primarily due to my proactiveness. At this time, these actions were very uncommon for a young woman (let alone a foreigner!) but I acted as a trailblazer for those who followed. I showcased my passion for international business, taking risks at every opportunity to assimilate as much knowledge, culture, and language as possible.

MERGERS AND ACQUISITIONS: After progressive promotions and leadership in Spain and Europe, including managing international teams and projects in Spanish, I was asked to return to EY in the US and form part of the Transaction Advisory Services team for Latin America. The risk I took going to Spain to learn new skill sets paid off! I spent the next two years leading and delivering multiple M&A and private equity transactions throughout Latin America, including complex deals in Mexico, Chile and Nicaragua.

FOUNDING MEMBER OF THE UNIVERSITY OF WASHINGTON BUSINESS SCHOOL (CERTIFICATE OF INTERNATIONAL STUDIES IN BUSINESS, CISB)

GROWTH MINDSET: In 2015, I was awarded Alumni of the Year at the University of Washington (UW) as a founding member of the now prestigious CISB program. After being accepted into the robust Accounting program at the UW, I was told there would not be bandwidth for me to study abroad as planned. Instead of being discouraged, I met with faculty and MBA students to establish an international business program for undergraduates, fully believing the experience of learning about other countries, cultures, and languages was essential. With full support of the faculty, I became a founding member of the Program in 1991. At this time, less than 10 percent of students studied abroad. I am proud of my global mindset, foresight and the risk I took to make it happen. Nearly 30 years later, the CISB Program at the UW is thriving. Currently, I serve as a mentor for CISB students and am a frequent guest presenter at the UW Business School focused international business and leadership.

INTERNATIONAL BUSINESS LEADER: Having received the opportunity to study in an advanced business program in Seville, Spain, I was hired by USAID to represent the United States as an employee at the United States Pavilion at the 1992 Worlds Exposition Fair. The opportunity to work at Expo 92 along-side people from every country across the world in solidarity has been one of the most impactful roles in my life, further solidifying my desire to pursue a career in International Business.