**DAVID WARREN**

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PROFILE

Executive making career transition to help business students -- particularly from historically underrepresented groups -- realize life-changing employment ambitions.

Core Competencies for Career Advancement

 ***Industry Experience & Network******Executive Roles***

* International Banking • Finance • Strategy & Innovation
* Management Consulting • Marketing • Org. Development
* Life Sciences/CPG • Entrepreneurship • Executive Leadership
* Children’s Products
* Therapeutic Education ***Mentoring Roles***

• HBS Alumni Career Guide for 30+ years

***Regions of Employment*** *•* Guest lecturer, grad school & career strategy

* Americas, Europe, and Asia • Exec. Director of school for troubled teens

EXPERIENCE

Cell-IQ, LLC (Life Sciences Company) Salt Lake City, UT

Founder/Owner/CEO 2015 -- Present

* Built a thriving health tech B2B, innovating nutraceuticals for a global clientele.
* Transformed to a license/royalty structure, to facilitate “second career” transition.

Turning Winds Academic Institute (Therapeutic Boarding School) Yaak, MT

Executive Director 2012 -- 2014

* Led a multi-disciplinary turnaround targeting 1) sustainable recovery of students; 2) delight of parents and staff; 3) safety and financial viability of school operations.
* Empowered avg. student, through educational and career counseling, to complete 2 years of credits in 12 mos, raise GPA a full letter grade, improve SAT/ACT score, and reclaim educational and professional prospects – *with less than 10% recidivism.*
* Achieved Parent & Staff satisfaction scores of 82 & 79, surpassing the Net Promoter Scores of America’s Top 5 organizations (compare USAA’s 80, Costco’s 78, Apple’s 76, Dillards’ 75, and Nordstrom’s 75).
* Secured safety and sustainability, by reducing incidents to less than 10% of previous levels while adapting operations to budget.

Enterprise Development International (Management Consultancy) Heber City, UT

Founder/President 2001 -- 2015

* Trained clients to 1) identify greatest opportunities for competitive advantage; 2) innovate and market “addictively superior” solutions; and 3) execute for competitive advantage and industry leadership.
* Examples:
* Launched a logistics startup to #307 in the Inc. 500 in 7 years.
* Reversed the US’ largest apartment management company’s declining growth and profitability through increased acquisition and retention.

Morinda, Inc. (Consumer Packaged Goods) London, UK

Consultant 🡪 Regional GM 🡪 Designated Successor to the President2005 – 2009

Led strategic and change processes to:

* Deliver the European Region from crisis.
* Restore Japan’s status as #1 performing region (to prove model).
* Return the Company’s global business to growth & profitability.

The Lifelike Company, dba “My Twinn” (Children’s Products Company) Denver, CO

Chief Financial Officer & Chief Development Officer1998 -- 2001

* Negotiated transition from VC- to self-reliance, via positive cash flow & EBITDA.
* Won national “best new product” award in plush toy category for Poseable Pets.

Capital Services International (Finance & Investment Boutique) Heber City, UT

Founder/President 1995-1998

* Advised privatization of Russia’s largest dairy, for post-Glasnost competitiveness.
* Marketed investment opportunities in a multi-family housing project, raising $20MM.
* Created a national buying coop, saving participants 6-8% of pre-tax income.

Sumitomo Mitsui Trust Holdings (International Bank) New York, NY & Tokyo Japan

Vice President1987 – 1995

* 1st non-Japanese ever hired as “regular employee” in a Japanese bank.
* Directed Corp. Research, Consulting, and Public Affairs for the Americas Region

J.P. Morgan Chase & Co. (International Bank) New York, NY

Summer InternSummer of 1986

* Reviewed European credits, products & country profitability; made recommendations.
* Received an offer for a full-time position in Corporate Banking.

Manufacturers Bank (US Middle-market Bank) Los Angeles, CA

Management Trainee 🡪 Chief Analyst1983 -- 1985

* Completed management training program and certification as a credit analyst.
* Directed the Headquarters Office’s Credit Department.

Brigham Young University French Department Provo, UT

Lab Instructor 🡪 Head Resident, French House1980 -- 1982

* Taught 100- and 200-level French classes and recorded dialog tracks for the LRC.
* Administered men’s French House and tutored its residents.

EDUCATION

**Inter-University Center (AKA “The Stanford Center”)** Yokohama, Japan

Post-graduate Certificate in Advanced Japanese, Business Emphasis 1988

**Harvard Business School** Cambridge, MA

Master of Business Administration 1987

**Brigham Young University**  Provo, UT

Bachelor of Arts, Japanese • Edwin S. Hinckley Scholar 1983

**Lycée International and American School of Paris** Paris, France

High School Diploma

 1977

OTHER ACTIVITIES

**Additional Coaching/Counseling–related Experience**

* Guest lecturer at the Columbia Business School, the Thunderbird School of Global Management, and BYU’s Marriott School.
* Keynote Speaker, BYU Global Management Center.
* Regular guest lecturer at McKinsey & Company’s Multinational Business Institute.
* Judge for BYU business school case study competition.
* University of Phoenix Certified Online Instructor in International Marketing.

**Education Reform**

* While working in NYC, helped organize and fund various educational initiatives, such as “adopt-a-class;” a peer mentoring program; an educational grants program; and “Project Metamorphosis,” a joint effort of the NYC Board of Education, Bank Street College, and Castle Hill Junior High School (South Bronx), producing dramatic improvements in academic performance. Project Metamorphosis received recognition from Mayor David Dinkins’ office, was the subject of local press, and the model for fruitful reform across all five boroughs.

**Board Memberships**

* Served on a variety of boards, including France’s leading secondary school, a Haitian micro-credit social enterprise, an upcycling/sustainability/circular economy NGO, and an overseas financial institution.

**Languages:** Relatively fluent French and Japanese. Conversational Spanish.

**Technology:** Proficient/quick-study in many common software categories (e.g., productivity, project management, teamwork, CRM, business analysis, etc.)