

## NIGEL A.L. BROOKS

1230 Market Street #203 • San Francisco, California 94102  
13835 North Tatum Boulevard #9-102, Phoenix, Arizona 85032  
(415) 430-5218 • nigelbrooks@nigelalbrooks.com • www.nigelbrooks.biz

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### MANAGEMENT CONSULTING / BUSINESS LEADERSHIP / PROJECT MANAGEMENT

**Strategy ~ Information Technology ~ Marketing ~ Operations ~ Finance ~ eCommerce ~ Construction ~ Distribution ~ Education ~ Financial Services ~ Manufacturing ~ Retail ~ Transportation**

Highly accomplished management consulting professional with a history of success elevating the performance of diverse organizations to achieve exceptional results from vision to value. Dedicated, goal-oriented executive and catalyst for change with proven ability to engage C-Level clients in planning and policy development, research and development, deployment and execution, and performance measurement. Visionary leader who inspires, motivates, and influences high performance teams; expert at developing entrepreneurs, business owners, executives, and managers. Talented business and information technology project manager combining entrepreneurial, leadership, and managerial skills with marketing and sales, operations, and finance expertise. Gifted speaker with superior communication and presentation skills; published author and board member. **Areas of expertise include:**

Leadership • Business Strategy • Technology Strategy • Hi-Spot Reviews • Organizational Reviews • Performance Assessments  
Due Diligence • Repositioning • Restructuring • Reengineering • Team Building • Coaching • Mentoring • Performance Improvement

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### — KEY PROFESSIONAL ACHIEVEMENTS —

- Developed business plan and provided operational support to an eLearning company that resulted in a multi-million dollar acquisition. Released product and infrastructure upgrades, and reengineered processes.
- Revamped labor compliance program for public works entity through design of web portal with policies and procedures along with training in project administration; performed analysis for \$.5 million settlement awarded to employees.
- Formulated comprehensive business plans for financing for “dot.coms”; raised \$3 million in debt capital for manufacturing enterprise.
- Developed and operated a retail business to perform at 3X its peer group in sales and traffic.
- Spearheaded \$300 million change management initiative for major organization with technology budget of \$1.7 billion.
- Delivered a \$3 million 5,100 work day financial systems implementation project on schedule and on budget.

### — PROFESSIONAL WORK HISTORY —

**NIGEL BROOKS, LLC/THE BUSINESS LEADERSHIP DEVELOPMENT CORPORATION, Phoenix, Arizona/San Francisco, California** 2000 – present

Leverage entrepreneurial, leadership, and managerial skills in providing specialized consulting services to a diverse client base in Arizona, California, Asia, and Latin America across a variety of industries from aerospace, automotive, construction, high-tech, manufacturing, and pharmaceuticals to education, financial services, public administration, and publishing. Consult with clients in the formulation of comprehensive business and technology strategy, organizational reviews, and performance assessments to drive growth and profitability.

- Champion change management initiatives within emerging, growth, and mature enterprises including turnarounds and workouts to elevate organizational effectiveness and efficiency.
- Execute technology strategy and plans for mission critical analytical and operational ERP, SCM, and CRM systems.

*Additional accomplishments in prior roles:*

**E2020, Inc.** Developed business for financing and performed as “interim” Chief Learning Officer until acquisition by strategic investor group – assumed role during a consulting project in 2011.

**Javazona Cafés, Inc.** Developed, operated, and sold an award winning restaurant and catering enterprise featured on radio and TV.

**American Express Company.** Provided direction to staff of analysts, designers, and programmers in leading global technology strategy.

**Booz Allen Hamilton (now Booz & Company) and Andersen Consulting (now Accenture).** Drove practice development and engagement execution in multi-million dollar banking industry information systems practice – experience in Asia, Australia, and Europe.

### — EDUCATION —

**Bachelor of Science – Mathematics/Computer Science/Statistics, University of Exeter, Devon, England**  
**Global Leadership Executive Education, Thunderbird Global School of Management, Glendale, Arizona**