

# ALLEN STALVEY

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## VP OF OPERATIONS / PROGRAM DIRECTOR

Executive-level leader with over 20 years' experience driving innovative improvements and delivering results. Adept at translating corporate strategy into action, motivating high-performance teams, developing creative solutions to complex problems, and communicating at all organizational levels.

### Core Competencies

- Organizational Leadership
- Public Speaking
- Coaching and Mentoring
- \$MM Program Management
- Budget and Cost Control
- Staff Training and Development
- Global Portfolio Management
- Creative Problem Solving
- Business Process Reengineering
- Marketing Campaigns
- Vendor Management
- Product Manufacturing & Pricing

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## Professional Experience

### CORGANICS, LP

DEC 2012 – PRESENT

#### VP OF OPERATIONS

Enhancing business policies, procedures, processes, tools, messaging, and marketing strategies for a dynamic company that provides world-class products for medical professionals and consumers.

- Improving the efficiency and effectiveness of business policies, procedures, processes & tools.
- Fine-tuning go-to-market and customer retention strategies while enhanced marketing communications, pricing, and promotions.
- Managing customer relations, inventory tracking and forecasting, product manufacturing cycles, web site design and development, and vendor engagements.

### COOLHOTNOT.COM

(MAR 2009 – NOV 2012)

#### DIRECTOR OF OPERATIONS

Provided operational leadership for an Internet start-up that aids consumers in making intelligent consumer electronics choices.

- Aided in development of the corporate business plan, marketing plan, release plan, vendor engagement strategy, launch strategy, and revenue generation model.
- Led development effort that resulted in a successful launch at the 2011 Consumer Electronics Show (CES) and demonstrated CoolHotNot's unique value proposition at CES 2012.

### INTERNATIONAL BUSINESS MACHINES (IBM)

#### GLOBAL PROGRAM MANAGER, IBM SMART MARKET

(JUN 2008 – FEB 2009)

Led the development of website content and user experience strategy for an innovative, first-of-a-kind IBM web-based marketplace targeting small and medium businesses.

- In a fast-paced environment led development of quality content for websites in the U.S. and India while developing and maintaining solid relationships with multiple external agencies (e.g. Ogilvy).
- Developed and implemented an automated management system that streamlined and enhanced day-to-day management of \$20M corporate initiative.

**GLOBAL PROGRAM MANAGER, BUSINESS PARTNER PROCESS TRANSFORMATION (APR 2006 – MAY 2008)**

Hired, managed, coached, and mentored team of business design consultants driving \$50M+ portfolio of global IT projects. Enhanced partner registration, sales reporting, and PartnerWorld website.

- Deployed phased, multi-year reengineering project that provided seamless business partner opportunity management, fulfillment tracking, sales reporting, and incentive payments.
- Streamlined and automated incentives payment processes across multiple geographies, reducing payment cycle times by over 30% and supporting partner payouts of over \$100M.
- Led departmental reorganization effort—eliminating overlap, balancing workloads, enhancing productivity, and improving employee morale.

**PROJECT EXECUTIVE, TECHNICAL SUPPORT TRANSFORMATION (JUN 2005 – APR 2006)**

Developed launched and led global 1000+ member organization and 30-member steering committee that engaged support professionals in transforming IBM's customer support processes and tools.

- Launched and led eight committees and quarterly executive update calls that involved support team members in the global transformation of technical support.
- Expanded executive-appointed steering committee to include early-tenure technical support professionals—providing executive team with invaluable insights into field-related issues.
- Designed innovative processes and tools that enhanced the quality of technical support.

**PROGRAM DIRECTOR, IBM ACADEMY OF TECHNOLOGY (NOV 2002 – MAY 2005)**

Managed \$1.5M budget and 300+ member organization of senior technical leaders. Oversaw \$3.2M Corporate Recognition Event. Served as editor of all Academy reports presented to senior executives.

- Reengineered the [Academy of Technology's](#) technical agenda management system to support 100% growth in annual studies. Received IBM Corporate Award for Process Reengineering.
- Co-led executive Productivity Metrics Task Force that identified key metrics for measuring and fostering development productivity in IBM's hardware, software, and research divisions.
- Designed and led innovative Corporate Rotational Assignment Program that allowed early tenure employees to develop and grow leadership skills in a corporate headquarters setting.

**MANAGER, GLOBAL WEB ARCHITECTURE & PROCESS TRANSFORMATION (MAR 1998 – OCT 2002)**

Hired, managed, coached, and mentored team of IT architects. Developed corporate strategies, policies and standards for web hosting infrastructure across seven IBM Service Delivery Centers.

- Designed Standards Management Process and chaired Web Hosting Standards Review Board.
- Reengineered IBM's Web hosting architecture, infrastructure, and standards—resulting in a 50% reduction in the cost and time required to deploy Web-based applications.
- Received IBM Division Manager's "Leadership Excellence" award.

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**Education & Military Experience**

BA, Business Management & Information Systems—University of South Florida (4.0 GPA)  
Emergency Room Shift Leader—U.S. Air Force (Honorable Discharge)

Additional information and endorsements available at <http://allenstalvey.com>