

**John P. McCartan, MBA**  
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**Executive Profile**

Highly dedicated and energized professional with solid expertise in opening new markets, defining and executing strategy, and driving growth. Delivered profitable P&Ls in start-up and turn-around situations. An executive leader seasoned through periods of rapid growth and turbulent economic times. Core competencies in:

Customer Relationship Building	P&L Management	Team Building
Start-Up and Turn-Around	Solution Sales Execution and Leadership	Strategic Planning
New Product Development	Community Outreach	Planning and Organization
Project Delivery	System Architecture	Leading Change

**Highlighted Achievements**

- As a member of the Business Leadership Executive Team, met weekly with President/CEO and other company leaders to identify opportunities, address challenges, and resolve issues. Participated in quarterly off-site strategy setting sessions. Represented organization at vendor and partner conferences. Set clear strategy and goals for growth, profitability, and new product development. Organization flourished in strong economic times and was tightly managed in challenging times.
- Led 60 billable consultants and 5 salespeople. Strengthened customer relationships and developed new customers, instituted additional staff training and development, improved staff communication which resulted in significant revenue increase, staff engagement, and boosting team morale.
- Managed a newly developed product offering that included IT Strategy, IT Project Portfolio Analysis, and IT Project Auditing. Collaborated with President/CEO to define P&L pro-forma to measure and monitor success of new offering. Hired and trained team to deliver services, developed product offerings, and developed new customers. Built the practice and offerings thereby expanding company's offerings and elevating its market position.
- Selected by President/CEO to open a new market. Recruited and trained sales and technical staff, developed new business and promoted company within community. Profitably grew start up operation from \$0 to \$3.5MM in revenue and from 1 to 28 employees in 17 months.
- Re-designed employee review process to incorporate client feedback and more clearly define objective measures of performance. This allowed recognition and reward for top performers, improved quality of delivery, and provided development opportunities for all staff. This review system was subsequently adopted by entire organization.

**Professional Experience**

Sogeti Capgemini, Geographic Vice President	Des Moines, IA	2017 – Present
LightEdge Solutions, Director Cloud Integration Services	Des Moines, IA	2016 – 2017
Health Outcomes Sciences, Vice President Innovation	Overland Park, KS	2012 – 2016
ThisSpace, Inc., President and Owner	Des Moines, IA	2010 – 2012
Sogeti USA LLC, Director	Des Moines, IA	2009 – 2010
MicroStrategy, Inc., Professional Services Director	Des Moines, IA	2008 – 2009
Hershey Systems, Inc., Professional Services Director	Des Moines, IA	2007 – 2008
PCubed, Principal Consultant	Chicago, IL	2006 – 2007
Quilogy, VP & General Manager	St. Louis, MO	1996 – 2006
McGladrey & Pullen, LLC, IT Consultant	Des Moines, IA	1996 – 1996
The Principal Financial Group, Systems Analyst	Des Moines, IA	1992 – 1996

**Education**

MBA - Olin School of Business, Washington University, St. Louis, Missouri

*Global Tycoon Strategy Simulation Winner*

BS – Morningside College, Sioux City, Iowa

Double Major in Computer Science and Business Administration, *Summa Cum Laude*