

# ROHINI POWER, M.S.

Impactful executive leader with extraordinary talent

## Head of Strategy & Business Operations

415.602.1234 ■ rohinipower@gmail.com

Innovative and consensus-building Corporate Strategy Senior Executive who drives business transformation and operational excellence with future-state vision. Develops a deep-level understanding of the global customer base, builds a business plan, and leads teams down the path to success. Exemplifies and influences a data-driven culture to unleash the potential of every team. Sets program cadence and expectations by framing the long-term strategy and growth goals for the organization. Builds new methodologies and techniques to solve business problems, creates partnerships, drives market share and grows revenue.

**Strategic Planning & Vision ■ Cross-functional Team Leadership ■ Business Transformation ■ Negotiations ■ M&A Solution & Technology Partner Alliances ■ Product Strategy ■ Team Building & Motivation ■ Performance Management SaaS Business Model and KPIs ■ Financial Modeling ■ Executive Stakeholder Communications ■ Investor Reporting Enterprise Technology Solutions ■ Business Intelligence (BI) ■ Big Data ■ Due Diligence ■ Global Project Management**

### Career Highlights

- Developed brand awareness and engagement via PR initiatives and outreach, **attracting CNBC Upstart 50 and GSMA 100 (Top 30) honors.**
- Delivered best-in-class business strategy and advisory services to executives in diverse industries: **Tech, Telco, Media, Financial Services, Transportation, Hospitality, Food/Agro, and Retail.**
- Developed financial models and merger simulations for US Airways and American Airlines, **resulting in a \$11B+ merger (M&A) and the formation of the world's largest air carrier.**
- Presented the data analysis for a \$36B merger of Agrium and Potash Corp of Saskatchewan, **resulting in the world's largest crop nutrient company.**
- Headed econometric analyses of the merger of T-Mobile and Metro PCS, **resulting in a \$1.5B cash buyout.**
- Conducted a Big Data-driven analyses to mitigate the effects of a class-action lawsuit challenging the NHL and MLB's territorial restrictions on out-of-market game telecasts, **resulting in a non-monetary settlement by both leagues.**
- Instrumental leader in the HeadSpin **Series B (\$500M) and Series C (\$1.2B) fundraises.**

### Leadership Experience

#### HeadSpin, Inc.

**SVP, HEAD OF STRATEGY AND OPERATIONS ■ 2018 TO PRESENT**

*HeadSpin is an end-to-end mobile asset testing, performance management and user experience monitoring connected intelligence SaaS platform that provides fine-grained insights needed from across the globe to optimize for higher mobile revenue and conversion. The platform provides access to real devices on real networks for real-world CX metrics.*

Directs the overall corporate growth strategy, business transformation, and change management with a focus on implementing robust, scalable operations with cross-functional teams, driving key business initiatives, and modernizing business systems. Develops and presents the future-state business models to gain CEO and Board buy-in and adoption. Defines the product-market fit and product strategy, new product launches, go-to-market initiatives, licensing, and pricing models. Evaluates potential acquisitions (M&A), defines business strategy, and develops strategic alliances with GSIs, MSPs and Technology/Cloud Partners. Optimizes end-to-end business systems, revenue forecasting, and customer success metrics.

- **Oversee performance for 170+ global team members in 6 countries;** recruit, motivate, and retain top talent.
- **Ratified a global Master Services Agreement with Accenture;** established effective partner enablement programs.
- **Drove due diligence, determined valuation, and negotiated agreement** for the NimbleDroid acquisition (M&A).
- **Implemented all business initiatives for SOC2 compliance,** including vulnerability and risk management, cyber security training, employee on-boarding and review, company handbook, organizational charts and operational models.

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### Leadership Experience

#### Compass Lexecon

##### BUSINESS ANALYTICS CONSULTANT & LEADER ■ 2008 TO 2018

*Compass Lexecon is an economic consulting company that provides analysis of economic issues for use in legal and regulatory proceedings, strategic decisions, and public policy debates.*

Served as trusted business partner, team leader, and individual contributor to lead the design, development, and testing of business models which support mission-critical decisions made by startup and Enterprise clients in all sectors. Worked closely with executives, legal teams, and cross-functional staff to provide clear analysis of complex issues surrounding economics and finance. Leveraged rigorous analytical methods to enable data-driven decision-making.

- **Drove the analytics to support the response to authorities in 6 continents regarding the \$13B acquisition (M&A) of Starwood by Marriott**, causing the formation of the world's largest group of hotels.
- **Delivered high-level analytical support to an independent government agency** for push back on the merger of Sysco and US Foods, resulting in the termination of a \$3.5B transaction.
- **Accurately estimated lost profits and distribution of \$600M in calculated damages** arising from SEC-investigated fraud by Bear Stearns, Prudential, Skandia and CGMI.
- **Managed a forensic examination of Dish Network's customer data** resulting in a \$700M cash settlement.

### Additional Experience

#### Co-Founder, Business and Technical Lead ■ Colors on Canvas

*Developed a highly engaging website with relevant content to optimize target audience interest and business development. Doubled sales revenue within 1 year for global sourcing and sales of contemporary art.*

#### Principal Consultant ■ PricewaterhouseCoopers

*Built Business Intelligence (BI) solutions to enable executive leaders with intuitive, actionable insights for Enterprise clients. Led in-house rebranding initiatives and innovative technology strategies.*

#### Systems Analyst ■ Tata Consultancy Services

*Designed and developed multi-tier online transaction processing systems with engaging UI for manufacturing, technology, and finance company clients.*

### Professional Affiliations

**Founding Member** ■ Multi-Cloud Leadership Alliance ■ 2019 to Present

**Board Advisor** ■ Phree ([www.phree.co](http://www.phree.co)) ■ 2019 to Present

**Member** ■ (BODCoE) Board of Directors Center of Excellence ■ 2018 to Present

**Member** ■ Neythri (a global community of South Asian professional women leaders) ■ 2019 to Present

### Education

**(MS) Master of Science** ■ **Computer Science** ■ Clemson University ■ South Carolina

**(BS) Bachelor of Science** ■ **Mathematics** ■ **Minor in Electronics & Physics** ■ Bangalore University ■ India

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