

January 5, 2024

Presidential Search Committee,

Please accept this letter expressing my interest in serving as President of Grambling State University. As an experienced corporate executive, my years leading high-performance organizations will be beneficial in continuing the established excellence in education at this storied institution. Being a skilled relationship leader (specifically in the areas of client, partnership and community), I am passionate about creating environments that foster collaborative thinking and mutual success through sound administrative and fiscal management, innovative technology and strong communication. I am currently Senior Director of Alliances and Channels for the London Stock Exchange Group. I have delivered positive transformation by developing and executing plans to optimize organization construct. I built critical linkages to drive successful outcomes, satisfy business requirements and negotiated complex contracts

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Core Strengths:

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Vice President, Strategic Relationships (US)

2019 - 2021

• Led the strategic relationship program for the US market, managing a portfolio of 15+ strategic partners, including major industry players like [Company Name] and [Company Name].
 • Collaborated with cross-functional teams to identify and develop new business opportunities, resulting in a 20% increase in revenue from strategic partners.
 • Negotiated and executed high-value contracts, ensuring compliance with all legal and regulatory requirements.
 • Conducted market research and analysis to identify trends and opportunities in the US market.
 • Provided regular reporting and updates to senior management on the status of the strategic relationship program.

2000-2019

Global Business Development Executive

2013 - 2019

• Led the global business development team, managing a portfolio of 800+ clients across multiple regions.
 • Identified and developed new business opportunities in emerging markets, resulting in a 15% increase in revenue.
 • Negotiated and executed high-value contracts, ensuring compliance with all legal and regulatory requirements.
 • Conducted market research and analysis to identify trends and opportunities in emerging markets.
 • Provided regular reporting and updates to senior management on the status of the global business development program.

Business Unit Executive

2000 - 2004

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