

MARK C. ALEXANDER

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Management Consultant with 25+ years of international consulting and general management Profit & Loss experience. Successful track record leading projects in change management, process & organization improvement, supply chain and sourcing, system design and implementation, B2B marketing, pricing and market strategy, growth strategy and transaction due diligence. MBA – Kellogg School of Management.

Mission Critical Results – Extraordinary results in project delivery, strategic insights, evaluation of businesses and processes to increase revenue, improve performance and reduce costs

Entrepreneurial Leadership – A driving force behind new ventures and start-ups. Driven to strategize, innovate and implement with a vision and determination to lead and get it done

Team Building – Motivate, mentor, support & lead talented professionals. Direct cross-functional project teams using collaborative leadership that spurs the team to willingly give 110% effort and loyalty

Global Experience – UAE (Abu Dhabi & Dubai), Netherlands, Germany, Hong Kong, UK, France, Italy, Portugal, Sweden, Australia, Austria, Belgium, Denmark, Poland, Mexico, Canada and USA

Broad Industry Experience – All Transportation Modes, Telecom, Energy Utilities, Chemicals, Paper & Forest Products, Agribusiness (Grain, Grain Processing, and Fertilizer), Mining, Steel, Financial Services

AREAS OF EXPERTISE

- Operations & Process Improvement
- Benchmarking & KPI Development
- Market Strategy
- International Marketing
- Transaction & Litigation Support
- IT Project Management
- Organization Re-design
- Supply Chain & Sourcing
- Market Segmentation
- Price Optimization
- Due Diligence
- Project Implementation
- Change Management & Coaching
- Strategic Business Planning
- Competitive Analysis
- Turnaround Strategies
- Private Equity Target Analysis
- Shared Services & Offshoring

EXPERIENCE

i3 Global Consulting

President

Ponte Vedra Beach, FL

April 2007 - Current

i3: *Independent. Informed. Insights.* Founding partner of consultancy specializing in the delivery of a full-range of consulting services – change management; operational and process improvement; organizational design; market strategy; supply chain & sourcing; strategic business planning & development; transaction due diligence; IT implementation; and turnaround strategies. Alliances with a network of experienced independent consultants and firms to provide complete range of services and project scope.

Mercer Management Consulting

Partner/Principal, International Operations Practice

New York, Abu Dhabi & Dubai

Jan 2006 – Mar 2007

Partner/Principal, Financial Solutions Practice

New York & Chicago

Jun 2000 – Dec 2005

Led a variety of strategy cases including operations & process improvement, change management, organization re-design and effectiveness, development of new business strategies and evaluation of Private Equity investment opportunities. Co-created new Financial Solutions Practice in Operations Unit providing due diligence, valuation, Public Private Partnership and commercial assessments for over 85 domestic and cross-border structured financial transactions broad range of assets including transportation infrastructure and rolling stock; cruise ships; and chemical complexes with value totaling over \$28B and over \$12M in fees.

Recognition: Received Mercer's **Value Delivery Award** in recognition of superb team leadership and client results as best in firm for high utilization (over 90%), performance, ideas and delivering over \$5M in fee revenue while maintaining high team morale and client satisfaction. Led transactions winning ten "Deal of the Year" honors from Asset Finance International and Structured Finance Institute from 2000 – 2004.

MARK C. ALEXANDER

Alexander & Associates Inc.

President, Management Consulting Practice Ponte Vendra Beach, FL Apr 1997 – May 2000

Managed start-up of independent consulting practice leading teams at major transportation companies and start-ups. Led client teams on projects ranging from market strategy, customer service, price management, benchmarking, and merger integration. Achieved cost savings from revenue pipeline, and back office rating & billing improvements. Emphasis in Process and IT related projects with strong system development and implementation skills. Utilization consistently exceeded 90%. Designed and developed PriceMaker™, a transportation price creation software system.

KPMG Peat Marwick LLP, Strategic Services Consulting

Manager, National Transportation Consulting Practice Chicago, IL Jul 1996 - Apr 1997

Managed projects for several major corporations in the transportation and finance industries. Worked closely with senior management to achieve improvements in business performance leading team efforts in price management, revenue pipeline improvement, benchmarking, re-organization, and risk assessment.

General American Transportation (GATX)

Director of Business Development, Global Business Group Chicago, IL Jan 1996 - Jul 1996

New position created to lead efforts beyond GATX's traditional core business of rail car leasing and increase growth opportunities, both foreign and domestic. Responsible for strategies and development plans.

CSX TRANSPORTATION

Director of Marketing, Pulp & Paper Products Jacksonville, FL Aug 1984 – Jan 1996
May 1992 - Jan 1996

Managed Pulp & Paper Products markets with revenue of \$316M and responsible for overall P&L. Led team of ten marketers, and over 30 sales people. Accountable for all pricing, sales, contracts, business plans, railcar acquisition and utilization. Developed an innovative marketing program, "Making Rail Easier", recognized as the best in the industry. Turned around unit performance from over 10 years of decline to record growth in sales, market share, and profits. Client lead on several McKinsey High Performance Organization projects.

National Market Manager, Agriculture Products Jacksonville, FL Jan 1990 – Apr 1992
National Account Manager Chicago, IL Jan 1988 – Dec 1989
Market Manager – Nitrogen Fertilizer Market Jacksonville & Baltimore Sep 1985 – Dec 1987
Market Planning Analyst Jacksonville, FL Aug 1984 – Aug 1985

Created innovative National Market Manager position combining sales & marketing roles. Sales responsibility for \$95M revenue for Cargill (CSXT's largest bulk account), and Continental Grain. Marketing responsibility for Vegetable Oil with sales of \$11M. Accountable for and met goals for profitability, market share, and return on assets. Performance recognized as winner of 1989 & 1990 *President's Awards* and 1991-92 *CEO Award of Excellence*. Marketing responsibility for \$45M revenue nitrogen fertilizer market. Turned around anhydrous ammonia with new strategy to key Florida market resulting in a 75% increase in revenue.

NATIONAL STEEL CORPORATION

Operations Manager Michigan City & Hammond, IN Aug 1981 - May 1983

Key role in start-up of a new corporate division, Transportation Unlimited, a private truck carrier. Operations manager responsible for truck carrier's hiring, training, dispatching, payroll, financial forecasting and analysis, operations and maintenance control, and shipment coordination for National's mills and its customers.

EDUCATION

KELLOGG SCHOOL OF MANAGEMENT, NORTHWESTERN UNIVERSITY

Master of Management: Marketing and Finance (MBA '84)

Research Assistant for airline studies at NU's Transportation Center

Academic Honors: 1983 NCPDM (CSCMP) Scholarship & 1983 LEF-SOLE (Logistics) Scholarship

SYRACUSE UNIVERSITY

Bachelor of Science: Dual major – Marketing and Transportation & Distribution Management (BS '81)

Semester Abroad: Amsterdam