

WILLIAM ALLEN

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SENIOR FINANCIAL MANAGEMENT EXECUTIVE

Strategic finance leader balanced by strong business acumen, leveraging logical and critical thinking combined with proven ability to build connections between diverse teams, functions, and disciplines to drive results.

Member of leadership team that transformed a small real estate company into a multibillion-dollar global enterprise recognized as one of the world's largest hotel and leisure companies with 12 brands and more than 1,300 properties in 100 countries with 175,000+ employees. Logical and critical thinker with a long and continuous history of delivering results:

- ✓ Primary influence on finance infrastructure and planning processes
- ✓ Hired and promoted multiple leaders in the company
- ✓ Delivered \$100 million savings as leader of cost reduction initiative
- ✓ Turned around supply chain team and delivered record \$45 million savings
- ✓ Spearheaded disposition of \$4 billion of real estate
- ✓ Key leader in evaluation of acquisitions and dispositions up to \$10 billion in size

Known as a trustworthy, "straight shooting," and influential leader who skillfully works across teams to find solutions to diverse problems. B.S. in Finance/Accounting. CPA

Built and cultivated results-focused, high-performance culture described by a McKinsey consultant:

"When you work with Global you better be prepared to bring it - they run at a really fast pace."

Corroborated by past direct reports:

"We accomplished more in the last year than we had in the last 3 years combined"

Finance Expertise

- Tax
- Treasury
- Accounting
- Budgeting & Forecasting
- Performance Management

Professional Highlights

Global Resorts Worldwide, Inc....1998 – Present

INTERIM CO-CFO (2014) / SVP, CENTRAL FINANCE, TREASURY & M&A (2011 – Present); SVP, STRATEGIC INITIATIVES & SUPPLY CHAIN (2010-2011); SVP, STRATEGIC INITIATIVES (2008 – 2010); SVP, CORPORATE PLANNING (2005 – 2008); VP, FINANCIAL PLANNING & ANALYSIS (1999 – 2005); DIRECTOR, FINANCIAL PLANNING & ANALYSIS (1998 – 1999)

Key leader in the organization, playing a significant role in the evolution of the company from inception in 1998, following acquisition of HD and Capp, propelling company to a global enterprise. Recruited during this chaotic period, collaborating to merge the 3 companies and create the foundation that enabled growth to its current world-leading position in the industry.

Business Expertise

- Strategy
- P&L Management
- M&A
- Operations
- Team Building

Providing leadership through a diversity of challenges, including a change in top corporate leadership 4X, multiple acquisitions and mergers, and the 2008 financial crisis, worked as a leader on numerous transformational strategic initiatives, including "asset light" strategy that led to...

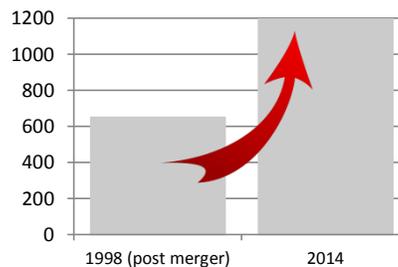
- ↑ Higher Growth ↑ Higher Margins ↑
- ↑ Higher Return on Capital ↑ Higher Cash ↑

Advanced through a series of 8 promotions, including a recent interim assignment as co-CFO, as well as previous operations and strategic assignments beyond the scope of many finance executives. Credited as a primary influence

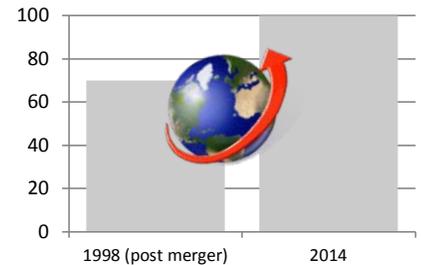
on the finance infrastructure and business processes throughout the company's growth and evolution over the past 16 years.

Began career as a senior auditor with Mercer & Thomas

85% Increase in # of Properties



71% Growth in # of Countries



Dear Professional, Executive, or Aspiring Executive:

100kCareerMarketing.com is the culmination of nearly 20 years of successful experience. During this time, I have been privileged to work with thousands of executives, professionals, and leaders all across the U.S. and worldwide in developing their resumes and other career marketing documents.

I formed 100kCareerMarketing.com because of my ongoing dedication and commitment to delivering unparalleled service and quality to my clients. As demand for my services as an executive resume writer and career marketing strategist grew to far exceed the time available, a new model for delivery of my services to you was essential. 100kCareerMarketing.com was born of that need and it provides me with a way to deliver dedicated, personal attention to a *very select number of clients* - no more than 20 clients per year (approximately one person every 2 weeks).



Today, 100kCareerMarketing.com is the ONLY way to work with me one-on-one.

That's right. Because it takes time, collaboration, and intense attention to quality and detail to create truly compelling, powerful, results-generating executive career marketing portfolios, I make certain that I give you – and you exclusively – all of the time and attention you need.

I work with a VERY SELECT base of no more than 20 clients per year. When you hire me you benefit from not only my preeminent experience and expertise but from my exclusive, personal attention focused *only* on you and the creation of your career marketing portfolio. I would be honored to work with you. But my schedule fills up *very* quickly, so if you are ready, please reserve your spot today. Of course, if you have any questions, I will be happy to answer them. Just send a quick email or give my office a call.

I also invite you to book a personal 45-minute consultation with me, to go over your resume and job search concerns one-on-one, discuss the strategies I would use in writing your resume, answer your questions, and benefit from my recommendations. Although I charge for the consultation (\$155), you have nothing to lose! If you book a consultation and then decide to proceed with my services I will give you a full \$300.00 discount on my VIP executive services.

<https://vip-intro-consultation.youcanbook.me/>

I look forward to meeting with you and hope we have the chance to work together.

Sincerely,

- Michelle

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