



Anne Curtis

Global Leader and International Executive

www.annecurtis.com

Proven Results:

- 20+ years in Global Roles in Outsourcing and Consulting
- Demonstrated Revenue/Sales Growth, exceptional at Cross and Up-selling
- Led pursuits and negotiations for multi-national clients/prospects
- Expert in global sourcing and optimizing on, near and off-shoring resources
- Passionate about developing and mentoring team members to prosper in their careers

Relevant Credentials: Ms. Curtis has over 20+ years of executive management experience in Business Development, Sales, Operations, Finance, Audit and Consulting Services in both the commercial and public sectors. Her areas of expertise include outsourcing, M&A, systems integration, deal negotiations and restructuring, delivery center management and resource management.

- Ms. Curtis recently served as a Global Leader at DXC/CSC negotiating large complex deals in the Industries, Alliances and ITO, BPO, Cloud, Cybersecurity and Applications Modernization.
- Prior to CSC she was a VP at Xerox in the FAO Practice and led transformation activities.
- She was a Partner at Accenture in the Office of Risk, where she oversaw all the Commercial aspects (COO) of large complex clients and negotiated new services, as well as restructured existing contracts.
- Prior to joining Accenture, Ms. Curtis was an executive for Unisys, formulating and implementing global strategies for Global Sourcing and Channels & Alliances.
- Prior to Unisys, she lived in Europe for eight years, residing in Rome, Budapest and Warsaw over her tenure, where she served as a Partner for WPP Group as COO of Europe. Ms. Curtis started her career with Coopers & Lybrand, where she was part of the management team that formed the Outsourcing practice that is now part of IBM via PwC merger.

Relevant other Specific Credentials:

- Tripled revenue during tenure via organic growth, geographical expansion and acquisitions. Countries Include: Germany, France, Italy, Spain, Portugal, Hungary, Poland, Czech Republic and Turkey; licensees in Belgium, Russia, Austria, Greece and Croatia. Profitability increased from 8.8% to 13.4% over tenure.
- Developed Key Account Marketing Strategy resulting in 15%-plus revenue growth in key accounts and target accounts.
- Established Centralized Pricing Process for International Quotations, in line with the Key International Account Strategy, resulted in an increase in international/multi-country business of 20%. Responsible for pitching, negotiating and costing large international studies, managed large international clients and their strategic initiatives, and responsible for marketing and related initiatives.
- Restructured, integrated and harmonized the operations of nine countries (all separate legal entities) and migrated them from local management to a Pan-European management structure and creatively determining new efficiencies and procedures to reduce cost structure.
- Negotiated FAO New Logo Deal for a Global Services Firm, amounting to TCV \$37M, coupled with the acquisition of Captive Center (Call Center and BPO transaction Processing) in Poland, with a business case to reduce cost structure 25%

Education and Certifications:

CERTIFIED PUBLIC ACCOUNTANT - Pennsylvania and District of Columbia

BLACK BELT AND BUSINESS UNIT CHAMPION Six Sigma Leader and Executive Champion

WIDENER UNIVERSITY, CHESTER PA - BS –Dual Major, Accounting and Economics, Academic Honors – 5/86

JURAN INSTITUTE OF QUALITY MANAGEMENT - Six Sigma Lean Champion and Black Belt Certification,, 5/05