

DAVID NORWICK JOHNSON

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Executive offering achievement across the technology, finance, and consulting sectors. Skilled at turning creative thinking and business objectives into winning, executable operational directives. Strong experience in Lean Startup Methodology and agile building. Proven success in navigating complex and undefined situations, identifying opportunities for improvement, and creating effective processes and solutions.

TRACK RECORD OF SUCCESS

- Effectively managed end-to-end production process with close attention to costs, timeframes, quality, and product specifications, while developing and implementing winning strategies that increase efficiency and profitability.
- Received 8 regional and national awards within 10 years for achieving top global sales and showcasing outstanding leadership and management achievements.
- Skilled at synthesizing complex government food safety rules and regulations, managing diverse teams, and navigating federal laws and regulations pertaining to the institutional care of juveniles.

CAREER BACKGROUND

SunStop, Inc. New York, New York

Present

Director

2013-Present

Manager

2012-2013

Analyst

2012

Nation's 5th largest mortgage bank that grants only A-Paper loans and obtained 51% growth and \$150M in revenue in 2008. Delivered only the best practices in quality training for the mortgage back securities industries. Created significant training infrastructures for clients and the company's operational and financial performance by driving down costs, scaling teams effectively, and removing inefficiencies.

Product Management

- Hired and led a six person development team to build an application program interface (API) to automatically collect all data from 120 banks, with a 97% accuracy rate.
- Built the API specifications, developed roadmap, and led the software development process from conception to final stage of product ahead of schedule and within budget.
- Designed strategies to streamline and improve the data collection process for global client including reducing costs, saving \$75K per year, increasing efficiency by 85% and reducing project completion time by one-third.

Supply Chain Management and Workflow Optimization

- Developed conceptual, strategic, and tactical supply chain management practices and initiatives across multiple divisions.
- Launched and enforced 10 unique operations across three cross functional teams throughout Asia ensuring the production and quality of 10,000+ metrics per week with <0.10% error rate.
- Developed process improvement roadmaps, drastically reengineered data collection processes, mapped out and executed 220 methodologies and logistics, resulting in savings of \$100K+ and 10% increase of operational efficiency.

Sourcing Management

- Designed vendor sourcing strategy and developed strategic partnerships with both supply side and third-party data vendors to drive operational efficiency, including conducting yearly vendor performance reviews and development processes.
- Led negotiations of global-wide vendor selection, with yearly contracts valued at \$528K.

Strategy Development and Execution

- Managed day-to-day operations, vision, and strategic direction for global operations team, causing 60% increase of efficiency from previous operations strategy.
- Oversaw a global team of 40+ managers across the Brazil, Vietnam, and UK and 750K Profit and Loss (P&L) budget, scaling team by 400% within 16 months.

Global Bank Corp, New York, New York

2010-2012

Senior Analyst – Global Content Operations

Top three global credit rating agency that provides ratings and research reports to market participants. Gained heavy exposure to research methodologies for corporate finance, structured finance, and public finance deals.

- Supervised a 15-member software development and analytical team and consulted senior management with rating analytics, leading to the global dissemination of research reports to the capital markets ahead of schedule.
- Directed the project management of most structured finance implementation tasks involving analysts and IT specialists, reducing bottlenecks between the two groups and increasing project completion speed by 8%.
- Utilized financial models to help analyze data, industry reports, credit opinions, and various private ratings.

Anchorage Mortgage Bank, Phoenix, AZ

2009-2010

Analyst

Nation's 5th largest commercial bank that grants only jumbo loans and obtained 51% growth and \$150M in revenue in 2008. Conducted extensive due diligence on collateral for nationwide retail investments worth \$300K+.

- Approved standards for purchased collateral and mortgage backed securities (MBS) by calculating repayment structures.
- Performed collateral compliance assessments to ensure borrowers adhered to loan agreements and financial covenants.
- Audited 70+ collateral packs daily resulting in the securitization of MBS into collateralized mortgage obligation tranches.

Teachers United, Dallas, TX

2008-2009

Educational Consultant

Consulting firm specializing in admissions to top universities and has acquired a total of \$400M in scholarships for clients. Oversaw local high school's college conference logistics including moderating college panels and recruiting guest speakers

- Developed extensive branding strategy for successful recruitment of 25 clients to ACS, exceeding ACS's goal by 15%.
- Managed the development of a successful college-bound culture at inner-city high school (1500+ students).

VOLUNTEER LEADERSHIP

- Board of Directors, Alumni Club of New York, 2013

EDUCATION

B.A. Harvard University, Economics

- Recipient of the Undergraduate Teacher and Research Award for original research
- Junior-year semester abroad at Universidad Complutense-Madrid in Spain