

Alan Charness

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- Education** **CARNEGIE MELLON UNIVERSITY**, Pittsburgh, PA
- Master of Business Administration – MBA** 8/01-12/03
- Concentrations: Finance, Strategy, Organizational Behavior, Entrepreneurship
 - GPA: 4.0, Graduated with University Honors, GMAT: 780/800
- B.S. in Economics and Mathematics (Operations Research Track)** 8/95-12/98
- GPA 3.45, Graduated with University Honors
- Experience** **DIAMOND MANAGEMENT AND TECHNOLOGY CONSULTANTS**, Chicago, IL 2/04-Present
- Management Consultant – Operations** (Sr. Associate 2/04-4/06, Manager 5/06-Present)
- M&A Integration: Project planning, program/project management and financial business case creation/tracking for multiple multi-billion dollar acquisitions. Assisted project teams with capturing over \$150 Million in ongoing annual synergy savings from global facility rationalizations, new Greenfield plants (Malaysia & China), and corporate office consolidations.
 - Forecasting: Assisted multiple CPG firms with reengineering their sales forecasting & S&OP processes and related systems.
- GIANT EAGLE INC.** (Supermarket - 220 stores), Pittsburgh, PA 12/98-8/03
- Category Manager** (Candy & Supplies 4/03-8/03, Supplies 8/02-4/03)
- Management: Responsible for managing \$60 Million/year retail candy category (bulk, peg, shelf, and front end) and procurement and distribution of \$40 Million/year of in-store supplies, sanitation chemicals, and service contracts
 - Documentation: Created supply procurement manager position and documented all processes, product knowledge, and workflows of the job
 - Marketing: Managed candy pricing, product mix, promotion, and merchandising
 - Personnel: Managed candy buyer and hired replacement supply manager
 - Procurement: Held Ariba/Freemarkets, Intesource, and Verticalnet online auctions and negotiations to save \$4 Million/year in recurring annual supply costs - a 10% reduction
- Business Analyst – Strategic Planning Dept.** (Sr. Analyst 3/01-8/02, Analyst 12/98-3/01)
- Communication: Performed and communicated over 200 analyses on ongoing business initiatives (merchandising, marketing, and operations) to executive management
 - Finance: Financially researched and evaluated vertical integration opportunities, centralization opportunities, and other major capital investments
 - Statistical Modeling: Modeled price sensitivity/elasticity, predicted store sales, competitive impacts, market basket adjacencies, and customer attrition
 - Marketing Research: Measured effectiveness of targeted and broad marketing initiatives
 - eCommerce: Created and measured weekly targeted email program
 - Software: Extensively used Oracle (SQL, PL/SQL), SAS, IRI and A.C. Nielsen systems
- CARNEGIE MELLON**, **Econometrics II Recitation Instructor**, Pittsburgh, PA 1-5/98 & 1-5/99
- ASKSAM SYSTEMS**, **Windows Software Developer Internship**, Perry FL 6/97-8/97
- Programming: Developed word counter, boolean search validation, and other software features for Asksam v4.0 (freeform text database) using Visual C++ 5.0 (Win32/MFC)
- Other**
- Finance: Passed Level I exam in CFA (Chartered Financial Analyst) program
 - Scholarships: Andrew Carnegie Scholarship (half tuition)
 - Community: Volunteer Big Brother – Big Brothers Big Sisters of greater Pittsburgh (Current). WRCT 88.3FM Producer, Training director, Play-by-play announcer, DJ (1997-2003)
 - Software & Languages: MS Project, SQL, SAS, S-Plus, Excel, VB, Clementine, C++, Java
 - Citizenship: US and Canadian Citizenship