

ALLEN K. PRATT

Sales, Marketing & Business Development for
Start-Up, Turnaround & High Growth Environments

630-390-9293

MAXIMIZE SALES OPPORTUNITIES MITIGATE OPERATIONAL RISK

Utilize turnaround experience of a hands-on operations professional to provide assessments for challenged or distressed organizations. Assessments enable business owners, organization leaders and other key stakeholders to mitigate risks and maximize opportunities associated with a company's improvement or restructuring plan.

Eliminate past due customer deliveries and stop complaint phone calls to the President's office. Kick start stagnant revenue growth.

Business Assessments:

- Sales, operational and financial assessment of the company. Systems assessment and ERP optimization.
- Analyze business and operational plans for strengths, weaknesses, opportunities and threats
- Silos, politics and turf wars effect on the business and team building exercises
- Marketing performance response rates versus dollars spent, branding and messaging effectiveness review
- Sales and Operations Planning process utilization, collaboration and cooperation assessment
- Constraint-focused materials management, eliminate obstacles to revenue growth. 5-Step continuous improvement process implementation.

A business operations transformation professional with a history of driving dramatic improvements for start-up, turnaround, and expanding companies in diverse global industries.

Improvements in supply chain, materials management and ERP optimization for industrial and distributor multi-national companies leads to revenue growth.

HAWKEYE
CONSULTING ADVISORS, LTD.

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"It takes a special type of personality to make a \$2 billion global manufacturing company appear "entrepreneurial"...Allen Pratt is just that type. When Allen found out that our company could be live with a 100,000 SKU e-commerce site in 30 days, he decided that his company could too. And together, we did it, breaking a 10 year global deadlock - under budget."

Brandon Wilson, President
Distant Horizons

"Allen was the best consultant that I've worked with. He was someone who listened to our needs and delivered the results we expected. We'd like to have him back for another project as his availability and our needs permit."

Bernadette Krzysiak, Manager
Quantum Foods / Great Steaks

"During our time working together I learned about Allen, that he is a very competent and creative person focused on customer orientated best practice solutions."

Wilhelm Weidhuener,
Executive Sales Manager
Man Roland AG, Germany