

ELLA SAMSON

COACH AND MENTOR TO HIGH PERFORMING RESULTS DRIVEN TEAMS

- Deliver improved processes and systems at the intersection of operations, finance, and IT to allow evolving organizations to meet their growth or margin goals.
- Collaborative, empathetic, and results driven leadership style that enables multi-functional and complex change.

CORE COMPETENCIES

- Hybrid business model development
- Asset and IP Based Consulting
- IC, IP and early stage idea evaluation
- Life sciences, Food/Bev Mfr. & Retail
- Operating Efficiencies
- Reporting and Transparency
- Team Development
- Process & System Implementation
- Ops, finance and IT Convergence
- Analytics
- Change Management
- Client Focused Problem Solving

PROFESSIONAL HISTORY

Deloitte Consulting, LLP, Boston, MA 2010 - current
Largest US full service consulting firm

Associate Vice President and Founding Member, Deloitte Platforms

- Established and grew a new software focused division within US Deloitte Consulting that supports the strategic shift from services to hybrid offering consulting and has added \$800M in revenue since inception.
- Built, re-shaped, and managed 4 functions including operations reporting, intake and idea evaluation, Productization, and the Deloitte Platforms website.

Ella Samson Consulting, San Francisco, CA. 2008 - 2010

Principal – Operations, Finance, Strategy, Marketing, Program Management

Clients: Abbott, Adina, Equator Coffees & Teas, 4 startups, MBA Success Teams

Peet's Coffee and Tea, Inc., Emeryville, CA. 2003-2008

Premier multi-channel specialty coffee and tea company

Director, Strategic Planning and Analysis

Improved retail store margin by developing and implementing operations initiatives that enabled company expansion.

Slingshot Solutions, Inc., Philadelphia, PA. 1999-2002

Supply chain business services startup

Co-founder and VP Operations/Marketing

Supply chain software company that provided software and services to consumer goods manufacturers and retailers. Proprietary software helped optimize liquidation pricing of surplus inventory through rules-based integration of inventory management and pricing systems with online auction marketplaces.

EDUCATION

MBA, The Wharton School, Philadelphia, PA.

BA, UC Davis, Davis, CA.

ADDITIONAL INFORMATION

Born in the Netherlands and fluent in Dutch.

Passion for New England and the world, inclusion and equal rights for the LGBTQIA+ community, weight training, rowing on the Charles River, and my wire-haired dachshund.