

CHAD DUNCAN

415 15th Street, Del Mar, CA 92014
Home: (858) 755-5389 • Mobile: (858) 542-1803 • chad.duncan@gmail.com

FINANCIAL MANAGEMENT EXECUTIVE

Results oriented finance executive experienced in launching, developing, and managing financial processes in wholesale, consumer, and enterprise businesses

HIGHLIGHTS OF QUALIFICATIONS

- More than 10 years direct experience with proven results in sales, product, and large program financial management specifically in exceeding revenue and profit objectives.
- Effective in reorganizing, streamlining and strengthening financial operations to maximize performance and profitability in highly competitive, global markets.
- Skilled at balancing performance, customer satisfaction, and new business development.
- Consistent track record for balanced judgment, stability, and capacity to steer consensus among core business disciplines with diverse agendas and visions to achieve aggressive business goals.
- Proven organization builder and leader with talent for motivating and developing employees.
- Success-driven individual who demonstrates adaptability, creativity, and resolve when faced with new challenges.

PROFESSIONAL EXPERIENCE

NETWORK COMMUNICATIONS, San Diego, CA 2000 - Present
Provider of communication services to the Telecommunications and Internet industries including IP services, broadband transport, colocation services, and modem and voice services.

Director of Business Operations (2004 - Present)

- Implemented metric driven sales funnel management process for Level 3's \$90M indirect sales channel, improving channel accountability and funnel management effectiveness.
- Rolled out dashboard reporting to indirect channel, simplifying results communication and enhancing management visibility to performance successes and gaps.
- Responsibilities expanded in November 2004 to include financial modeling and assessment of large scale distribution partnership opportunities.

Director of Finance & Planning (2002 -2003)

Financial management and leadership to key functional groups, including Global Off-Net Services, Global Private Line Services, and Global IT. Key experiences and results include:

- Improved off-net profitability \$1M annually through implementation of circuit margin management processes.
- Implemented balanced revenue forecasting, delivering forecast variances of less than 3% for \$150M Private Line business during unprecedented poor telecom economic conditions.
- Rolled out dynamic management process for \$225M worldwide IT budget, improving reporting and control.
- Built six person IT Finance team from the ground up.

Director IT Programs (2000-2001)

- Program managed \$100 million systems development relationship with Qualcomm.
- Managed negotiations for \$60M of software and hardware contracts with major IT vendors.
- Built vendor management team to support in place vendor agreements and negotiations.
- Saved more than \$4M through contract dispute negotiations.

SPRINT CORPORATION, Westwood, KS

1995 - 1999

Successful participant in the intensive, three-year Staff Associate Executive Development program designed to build officer bench strength for the Company.

Director Business Planning & Strategy (1998 - 1999)

- Directed business planning and strategy development for Sprint's \$5 billion local telecommunications division.
- Led competitive intelligence activities to identify and advise market groups of tactical threats to business.
- Built a 12 person organization during division-wide restructuring and managed a \$2.5 million operating budget.

Consumer Sales Manager (1997 - 1998)

- Built 35 person Consumer Sales organizations covering Kansas City market in six weeks.
- Ran daily operations and \$1.5 million budget for 25 person Kansas City Consumers Sales organization.
- Grew selling outlets by 40% in 60 days and sales by 75% in 120 days.
- Achieved sales in top 25% within company for both channels of responsibility - indirect and company-owned retail.

Manager, Distribution Development (1996 - 1997)

- Managed cross-functional internal team and consultants to develop distribution strategy.
- Co-negotiated ground-breaking distribution alliance with nationwide retailer.
- Led market opportunity analysis used to determine initial sales regions and launch budgets.

Marketing Manager (1995 - 1996)

- Co-managed brand development and product launch of \$75M prepaid phone card.
- Improved customer mindshare and brand visibility by executing targeted sampling program.
- Increased distribution by 30% in 90 days through retailer acquisition program.

EDUCATION

THE UNIVERSITY OF CHICAGO, Chicago, IL

MBA Finance, Marketing, and Business Policy

- Facilitator and Assistant Coach for GSB's leadership development program - LEAD

UNIVERSITY OF CALIFORNIA, LOS ANGELES, Los Angeles, CA

BA Quantitative Economics & Decision Sciences