

MARK WILLIAMSON

BUSINESS TRANSFORMATION & OPERATIONS EXCELLENCE
PROGRAM & PROCESS MANAGEMENT
DISCIPLINED OPERATIONS & MANAGEMENT SYSTEMS
ORGANIZATIONAL CHANGE AND PERFORMANCE



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Richmond VA. 23112

EDUCATION

- Master of Business Administration
University of Maryland - Robert H. Smith School of Business
2008
- Master of Science - Engineering
University of Florida 2002
- Bachelor of Science - Engineering
United States Naval Academy
1998

ADDITIONAL QUALIFICATIONS

- LEAN Six Sigma
- Kepner-Tregoe - Problem Solving & Decision Making
- Causemapping and PROACT Problem Solving
- Member - American Mensa

EXPERIENCE

INDEPENDENT CONSULTANT & FRACTIONAL COO/CSO

2021 - Present

- Fractional Operations and Strategy/Transformation Officer/consultant focused on creating value to partners through strategy development, disciplined operations and management systems
- F500 medical supply and manufacturing company - Lead PMO supporting CFO, CCO, and EV-HR in driving strategic initiatives through implementation of a LEAN business management system. Sample results were 7% capture in profit leakage and 22% improvement in commercial acquisition cycle.
- Web services company - Developed and implemented automated customer intake process resulting in 40% reduction in customer intake expenses
- State government - Supported two cabinet secretaries in leading PMO to consolidate constituent services and create efficiencies; program savings in amount of 15% over FY22 expenditures
- Creative services studio - Fractional COO; increased EBITDA by 23% between 2021 and 2022
- Adjunct Faculty - Virginia Tech University

Vice President - Transformation

2012 - 2021

Director/Manager/Specialist - Operations Excellence

GEORGIA PACIFIC

- Transformation Officer across 31 manufacturing sites; Lead PMO/TO on 3700+ cost, production, and organization/process initiatives. Total Transformation value: \$711 Million. 2020 results were 149% of target
- Direct support to COO, SVP Strategy, & SVP Manufacturing and coaching to 35 manufacturing VPs/Directors
- Director of Operations Excellence; authored Disciplined Operations Playbook establishing management systems, knowledge processes, and organizational practices. Built 32 person team to coach process implementation across manufacturing enterprise to include supply chain, finance, procurement, innovation, quality, and human resources
- Cultural adoption (change management) of digital transformation initiatives

Chief, Real Property Management Office

2011 - 2012

NATIONAL INSTITUTES OF HEALTH

- Plant management, asset reliability, & work process improvements serving 27 clinical research facilities
- Change Management/Organizational re-design of 500 FTE shared services organization

Commercial Manager

2009 - 2011

BECHTEL

- Commercial/Contract Manager for \$1.1B EPC contract
- Innovative application of Lean Six Sigma to improve acquisition cycle

Director of Engineering

2006 - 2009

WASHINGTON NATIONAL CATHEDRAL

Associate

2005 - 2006

BOOZ ALLEN

Naval Officer

1998 - 2005

UNITED STATES NAVY