

# ALLEN STALVEY

---

1440 Carrollton Pkwy #16105, Carrollton, TX 75010 • allenstalvey@gmail.com • (972) 804-9797

## DIRECTOR OF OPERATIONS / PROGRAM DIRECTOR

Executive-level leader with over 20 years' experience driving innovative improvements and delivering results. Adept at translating corporate strategy into action, motivating high-performance teams, developing creative solutions to complex problems, and communicating at all organizational levels.

### Core Competencies

- Organizational Leadership
- Public Speaking
- Coaching and Mentoring
- \$MM Program Management
- Budget and Cost Control
- Staff Training and Development
- Global Portfolio Management
- Creative Problem Solving
- Business Process Reengineering

### Recent Achievements

- 2011 Served as senior editor & publication coordinator for [So Far to Run](#), a spellbinding memoir.
- 2010 Provided leadership that led to the successful 1/5/2011 launch of [CoolHotNot.com](#) at CES.
- 2009 Developed an automated management system for critical \$20M+ corporate initiative.
- 2008 Drove \$8M worth of sales monitoring process enhancements in the U.S., Europe, and Asia.
- 2007 Streamlined incentive payment processes—reducing payment cycle times by over 30%.
- 2006 Managed and mentored global team leading \$50M+ process transformation portfolio.
- 2005 Envisioned, launched, and led 1000+ member organization of support professionals.
- 2004 Received IBM Corporate Award for Process Reengineering.

---

## Professional Experience

### COOLHOTNOT.COM

MARCH 2009 – PRESENT

#### DIRECTOR OF OPERATIONS

Provide operational leadership for an Internet start-up that aids consumers in making intelligent consumer electronics choices.

- Aided in development of the corporate business plan, marketing plan, release plan, vendor engagement strategy, launch strategy, and revenue generation model.
- Led the development effort that resulted in a successful launch at the 2011 Consumer Electronics Show (CES), then demonstrated CoolHotNot's unique value proposition during the 2012 CES event while fostering new business relationships that helped position the company for continued success.

### INTERNATIONAL BUSINESS MACHINES (IBM)

#### GLOBAL PROGRAM MANAGER, IBM SMART MARKET

(JUN 2008 – FEB 2009)

Led the development of website content and user experience strategy for innovative, first-of-a-kind IBM marketplace (<http://ibm.com/smartmarket>) targeting small and medium businesses.

- In a fast-paced environment led development of quality content for websites in the U.S. and India while developing and maintaining solid relationships with multiple external agencies (e.g. Ogilvy).
- Developed and implemented an automated management system that streamlined and enhanced day-to-day management of \$20M corporate initiative.

**MANAGER, BUSINESS PARTNER PROCESS TRANSFORMATION****(APR 2006 – MAY 2008)**

Hired, managed, coached, and mentored team of business design consultants driving \$50M+ portfolio of global IT projects. Enhanced partner registration, sales reporting, and PartnerWorld website.

- Deployed phased, multi-year reengineering project that provided seamless business partner opportunity management, fulfillment tracking, sales reporting, and incentive payments.
- Streamlined and automated incentives payment processes across multiple geographies, reducing payment cycle times by over 30% and supporting partner payouts of over \$100M.
- Led departmental reorganization effort—eliminating overlap, balancing workloads, enhancing productivity, and improving employee morale.

**PROJECT EXECUTIVE, TECHNICAL SUPPORT TRANSFORMATION****(JUN 2005 – APR 2006)**

Developed launched and led global 1000+ member organization and 30-member steering committee that engaged support professionals in transforming IBM's customer support processes and tools.

- Launched and led eight committees and quarterly executive update calls that involved support team members in the global transformation of technical support.
- Expanded executive-appointed steering committee to include early-tenure technical support professionals—providing executive team with invaluable insights into field-related issues.
- Designed innovative processes and tools that enhanced the quality of technical support.

**PROGRAM DIRECTOR, IBM ACADEMY OF TECHNOLOGY****(NOV 2002 – MAY 2005)**

Managed \$1.5M budget and 300+ member organization of senior technical leaders. Oversaw \$3.2M Corporate Recognition Event. Served as editor of all Academy reports presented to senior executives.

- Reengineered the [Academy of Technology's](#) technical agenda management system to support 100% growth in annual studies. Received IBM Corporate Award for Process Reengineering.
- Co-led executive Productivity Metrics Task Force that identified key metrics for measuring and fostering development productivity in IBM's hardware, software, and research divisions.
- Designed and led innovative Corporate Rotational Assignment Program that allowed early tenure employees to develop and grow leadership skills in a corporate headquarters setting.

**MANAGER, GLOBAL WEB ARCHITECTURE & PROCESS TRANSFORMATION****(MAR 1998 – OCT 2002)**

Hired, managed, coached, and mentored team of IT architects. Developed corporate strategies, policies and standards for web hosting infrastructure across seven IBM Service Delivery Centers.

- Designed Standards Management Process and chaired Web Hosting Standards Review Board.
- Reengineered IBM's Web hosting architecture, infrastructure, and standards—resulting in a 50% reduction in the cost and time required to deploy Web-based applications.
- Received IBM Division Manager's "Leadership Excellence" award.

---

**Education & Military Experience**

BA, Business Management & Information Systems—University of South Florida (4.0 GPA)  
Emergency Room Shift Leader—U.S. Air Force (Honorable Discharge)

Additional information and endorsements available at <http://allenstalvey.com>