

Sean M. Klein

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SUMMARY

I recently returned from a year-long sabbatical with my wife LK. It was an amazing experience, a few key highlights included SCUBA diving in Dahab, Egypt; volunteering in Kolkata, India; and touching glacial ice in Patagonia. I've now returned with a renewed sense of drive, and am seeking a career where I can leverage my expertise in new product development, design-thinking and creative process management. In particular, I am looking for a position where I can support a cross-functional project team, contribute my insights in new product development, or collaborate across traditional business functions on strategic imperatives.

WORK EXPERIENCE

SENIOR CONSULTANT AT KALYPSO, LP, 2011 – 2016

Kalypso is a management consulting firm that helps companies design their organizations to deliver better results from innovation. Their approach combines a blend of strategy and process improvement throughout the product development lifecycle. My job was to work with clients to build the capabilities necessary to consistently generate, measure, and drive profitable ideas into the marketplace.

TECHNOLOGY COMMERCIALIZATION ANALYST AT NCSU, 2010

Assessed the commercialization viability of new and novel technologies developed by university students and faculty. Reviewed the strength of invention IP protection. Identified market potential for the commercialization of new technologies.

GRAPHICS DESIGNER AT N2 PUBLISHING, 2009

Worked with team to solve creative solutions for publications. Developed print ads for clients. Designed and created magazine publications.

DESIGN INTERN AT CAPSTRAT, 2006

Developed brand and design solutions for Blue Cross Blue Shield of North Carolina, Quintiles, and Deloitte. Collaborated with creative teams on large scale creative projects in the development and design phases of production.

EDUCATION

MASTERS OF GLOBAL INNOVATION MANAGEMENT, 2011

North Carolina State University, USA
Aix-Marseille Graduate School of Management, France

BACHELOR OF ARTS, COMMUNICATION STUDIES, 2009

University of North Carolina Wilmington, USA

SOFTWARE PROFICIENCIES

Adobe Creative Suite, iWorks Suite,
Microsoft Office Suite, Microsoft Project,
CA PPM, Planview,

**RELEVANT
PROJECTS****Growth Strategy & Platform Identification** *€5B Global Food Wholesaler*

Developed and facilitated workshops with VPs and Directors of Marketing and R&D to identify growth opportunities by aligning needs (customer and consumer) with trends to create innovation platforms used to steer project and portfolio development.

Portfolio & Pipeline Management & Design *\$3B Packaged Foods Company*

Conducted global portfolio roll-up of KPIs across organization for \$1B in investments for VP of Innovation to present to Global Leadership Team. Diagnosed that client was missing product launch windows due to an overloaded pipeline and conflicting development priorities. New portfolio visibility prioritized and rationalized projects in the development pipeline, across business units, resulting in increased adherence to project milestones.

Business Model & Disruptive Innovations *\$20B Consumer Products Manufacturer*

Designed and facilitated workshop for VP of Marketing and Brand Directors to build disruptive products, services, and business models. New strategies were created resulting in a \$3B size-of-prize growth opportunity.

Global PPM System Design Implementation *\$20B Consumer Products Manufacturer*

Designed and implemented a new product development portfolio management system. Work defined key performance indicators, reengineered key business processes, developed system requirements, led change management and adoption.

Front End Exploration & Viability *€3B Digital Security Company*

Identified new products and services for existing smart card technologies. Led brainstorming sessions and managed filtration processes. Defined the needs of lead users, identified stakeholders and potential partners, constructed business models, and marketing plans.

Organizational Change Management *\$20B Consumer Products Manufacturer*

Led development of whiteboard-style animation paired with an online training to gain company-wide alignment across business functions on core business objectives and processes. Managed VP-level stakeholders while working alongside Directors and managing external design firm.

Global Innovation Results Analysis *\$20B Consumer Products Manufacturer*

Managed the development of an Annual Innovation Report that defined and articulated innovation strategy across the organization for \$2.3B net sales launch contributions. Worked with VP of Innovation and CMO to shape messaging, manage stakeholders, identify key project success drivers, and articulate innovation imperatives.
