

Keith Augustyn

(917) 689-4900 • keith.augustyn@gmail.com

COO | SVP | CONSULTANT

Building & Leading Global Teams • Cross-functional Leadership • Strategic Direction • Start-up Operations • Business Transformation • Consulting • Program Management • Acquisition Integration

PROFILE

Entrepreneurial B2B unit of diverse business verticals including Operations; Engineering; Product Development; and Customer Success. Managing delivery of tactical projects in a fast-paced environment.

- + Hands-on executor with 15+ years leading start-up and global operations for nascent businesses to divisions of \$1bn+ SaaS companies. Specific expertise in building global operations; timely delivery of goals in a cost-effective manner; and creating new products from ideation through execution.

Lead cross-functional meetings to run business divisions as a profit center, scale business divisions, and coordinate shared objectives for resource allocation and prioritization relative to Board of Directors' objectives. Set strategic initiatives for the C-level and Board of Directors report translating those into executable targets across business verticals; provide data-driven quarterly updates. Created and led multiple internal start-ups. Devised organization structure, crafted job roles, hired key talent, built internal processes and external client facing products. Led multiple operations through business transformation activities covering integrations of people, processes, and technology.

RELEVANT EXPERIENCE

MAGNIVIA VENTURES – Senior Executive Consultant: New Jersey **Apr 2019 – Present**

- ❖ Early stage / startup support projects and operational due diligence assessments
- ❖ Advisory and growth consulting for non-U.S. clients seeking to enter U.S. market

BATTLEFIN – Head of Product Development: Rowayton CT / NYC **Sep 2019 – Nov 2020**

- ❖ Led strategic partnership and alliances program increasing 3rd party engagement by 50%
- ❖ Partnered with Amazon to co-develop an Alternative Data strategy focused on the Financial Markets

BERYL CONSULTING – Managing Director: NYC **Jan 2019 – Sep 2019**

- ❖ Cross-border executive advisory on Big Data with a focus on serving U.S. and Asian markets
- ❖ Traveled to Beijing to host conference and meet with a university to open partnership discussions

FACTSET RESEARCH SYSTEMS – Vice President, Director: Norwalk, CT **Dec 2007 – Dec 2018**

- ❖ Hired to build a global internal startup; yielded \$40 million in annualized revenue
- ❖ Consolidation & globalization of operations; lean management program yielding 5-10% in annual savings
- ❖ Pitched, acquired, and led a start-up company (Revere): globalized operations; integrated people, processes, and technology increasing sales from \$5 to \$18 million.
- ❖ Pitched & built an offshore captive legal entity in the Philippines; location to house 2,000+ staff

S&P CAPITAL IQ – Country Manager: Philippines / NYC **Mar 2005 – Dec 2007**

- ❖ Conceptualized strategy to aggressively scale business, develop action plan to build an overseas captive entity; relocated to Philippines for two years to execute strategic vision startup initiatives.
- ❖ Led subsidiary buildout: selection and ongoing management of all aspects: Banking, Legal, Payroll, IT, Engineering, Finance, HR, Fit-out Firm, Healthcare, Corporate Real Estate selection, etc.
 - Completed multi-year captive entity objective within budget; doubled existing product offering

REFINITIV (formerly Thomson Financial) – Vice President: NYC **Jun 2003 – Mar 2005**

- ❖ Merged and integrated four corporate acquisitions creating a positive \$1.4 million annual impact
- ❖ Saved \$700,000 annually by transferring operations to cost effective geographic regions
- ❖ Decreased organic headcount by 8% each year via automation and eliminating duplicate efforts
- ❖ Reduced expenses by 10% for two consecutive years while increasing overall product offering

SUMMARY OF QUALIFICATIONS

PROFICIENCIES

- Self-motivated, enthusiastic innovator; hiring, inspiring, and mentoring entrepreneurial talent
- Flexible teamwork style unifying global cross-functional teams towards a common goal
- Confidently communicate effectively with internal and external audiences at all levels
- Influence strategic cross-functional initiatives to align priorities and resource allocation
- Investment presentations: cost proposals; revenue impact as part of routine investment process
- Identify innovative solutions, implement change management strategies to drive efficiencies
- Commercial Operations: marketing cycle; training; product positioning; spend time with customers and stakeholders to enhance experience and deliver delightful customer service
- Identify strategic partnerships for corporate development: competitive gap closures, emerging technologies, risk assessment; integrating acquisitions into existing businesses
- Evaluate build versus buy strategies and other vendor alliances for emerging technologies
- Technical design knowledge: leverage machine learning, refine parsing logic, meta-data extraction from structured and unstructured content; reduce curation costs; increase efficiency
- Technology project management frameworks: waterfall and agile / lean software development
- Partnered effectively with diverse cultures via business activities, in India; Philippines; Ireland; France, and the UK.

EDUCATION

Bachelor of Science, Business Administration, Accounting
Rider University – Lawrence Township, New Jersey