

Dr. Priscilla L. Eddings



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ACCOMPLISHMENTS

- Completed strategy assessment by defining business case content and reviewing operating model alternatives for a \$17.1B consumer goods company
- Led global program engagements across five regions, including APAC, EMEA, DE, LATAM, and UK, to help address \$120M in revenue leakage for a multinational financial services organization
- Supervised six-person international development crew and exceeded strategic target by 16%
- Served as team lead with a 25% account retrieval rate and mentored 8 to 10 junior consultants

EDUCATION & TRAININGS

Doctor of Business Administration (DBA): Leadership, Liberty University

Master of Business Administration (MBA): General, Virginia Commonwealth University

Bachelor of Science (BSEE): Electrical Engineering, Virginia Commonwealth University

National Association of State Boards of Accountancy (NASBA): Audit and Due Diligence Foundations Professional Certificate, September 2024

Council of Supply Chain Management Professionals (CSCMP) SC Foundations: Procurement Professional Certificate, June 2024

LinkedIn Learning Build Your Skills as an Instructional Designer, May 2024

EXPERIENCE

Entrepreneur

Richmond, VA | 6/18 – present

CEO & Chief Strategist: Lead consultancy focused on state, local, and education (SLED) organizations

- Oversee strategic planning and business analysis for clients
- Consult on organizational challenges such as growth, leadership development, and positioning

Adjunct Professor: Teach business and technology courses with Bryant & Stratton College

- Educate learners in Macroeconomics and Databases & Spreadsheets through campus as well as online modalities
- Design instructional content for professional peer development

Liberty University

Lynchburg, VA | 1/15 – 5/18

Doctoral Student: Earned a doctorate in business administration with a focus in leadership and a dissertation on developing organizational strategy through the eyes of nonprofit CEOs. Key courses included:

- Strategic Thinking for Decision-Making
- Business Forecasting and Modeling
- Leading Organizational Change
- Quality Management and Productivity

Accenture

San Francisco, CA | 2/14 – 7/15

Engagement Lead and Senior Strategy Analyst: Involved in the strategic and executable work of the company's newly organized strategy house offering services that ranged from developing strategies to implementation

- Performed competitor analysis, acquisition review, and a financial valuation to determine market growth potential for new initiatives while identifying conditional threats in the environment

- Generated project plans, developed and maintained quality reporting to C-suite, organized and managed cross functional client meetings, coordinated the daily activities, and ensured international program met the outlined goals for the accelerated schedule
- Created change management and executive communications to support leadership in restructuring the division and project management office

Empty Bottles, Full Bellies

Los Angeles, CA | 4/13 – 1/14

Strategy Consultant: Established the strategic plan for a start-up nonprofit seeking to use recyclables from the hospitality industry to provide nourishment for children local and abroad

- Defined business plan, five-year growth forecast, and marketing tools which led to the official launch and three initial partnerships

Business Consulting Solutions, Inc

Long Beach, CA | 1/13 – 4/13

Account Consultant: Assisted boutique consulting firm with market share enhancement for a Fortune 100 telecommunications client that serviced small to medium businesses

- Provided individual consultations to determine the need of the customer and revised the services to enhance their business infrastructure
- Analyzed competitors' services and conducted contract closing on an average of two accounts each week which led to acknowledgement as a top performer
- Helped train new employees in understanding the technical and functional requirements with on-the-job field training as well as leadership collaboration

Siemens

Dallas, TX and Atlanta, GA | 7/10 – 6/12

Leadership Development Program Analyst: Participated in a two-year rotational program, providing expertise in an independent and team role for each assignment

Business Development Specialist

- Consulted on client visits as well as created training presentations to aid in channel development for the business and improve client management
- Examined division's service offerings through research, key stakeholder meetings, and customer interviews which concluded with recommendations for a revised service portfolio

Project Manager

- Advanced the project 50% in the project lifecycle management (PLM) process, within one month, through gaining approval on quality gates and milestones from stakeholders
- Standardized technical designs for low-voltage switchgear into eight variants for catalog offering and eliminated the need for specialized, engineer-to-order time

Application Engineer

- Designed electrical systems to customers' specifications based on product development guidelines and collaboration with the team
- Generated pricing metrics implemented by the sales channel representatives to help achieve fiscal year (FY12) financial targets

Reliability Engineer

- Reduced programming profile length by 33% for a design verification testing sequence which resulted in less engineering time and a more efficient application
- Defined asset testing plan that adhered to the PLM process and the department's resource constraints

Virginia Department of Taxation

Richmond, VA | 9/09 – 5/10

Amnesty Representative: Served constituents during a period of forgiveness on penalty and interest to help balance accounts

- Interpreted the Virginia taxation policies and procedures to advise tax payers of measures necessary for compliance with state regulations
- Assisted with business and individual accounts

Virginia State University

Petersburg, VA | 4/09 – 8/09

Doctoral Candidate Assistant: Assisted a doctoral candidate student in collecting research for analysis and interpretation

- Collected statistical data through the use of online surveys from Educators of local and two surrounding state systems
- Designed a database using a statistical analysis software and translated information into graphical format for use within the dissertation

Virginia Housing Development Authority

Richmond, VA | 7/08 – 3/09

Project Management Office Analyst: Supported Program Manager in analyzing, reviewing, and documenting requirements throughout the lifecycle of projects

- Assisted with the development and implementation plan for the Records Management program to purge and organize vital records
- Developed a return on investment (ROI) analysis to determine viable projects and performed quality assurance testing on the retirement benefits system

Faith, Hope, & Charity, Inc.

Richmond, VA | 3/06 – 3/09

Nonprofit Director: Supervised the administrative and strategic affairs of the organization through managing the staff, financials, and regular operations

- Ensured compliance with all federal and state personnel guidelines and local ordinances
- Planned program logistics for members and guests of the organization's hospitality events

AWARD & PUBLICATIONS

2024 Marquis Who's Who Honored Listee: Strategy

VMote: A Wearable Wireless Health Monitoring System 10.1109/HEALTH.2007.381665

Crowdsourcing Strategizing: A View From the Top <https://digitalcommons.liberty.edu/doctoral/5169>

PEOPLE MANAGEMENT & SKILLS

Helped coordinate order of execution for events. Worked onsite overseeing upwards of 45 volunteers and simultaneously serving client partners.

Spearheaded VCU student engineering organization managing an executive council of 12 members responsible for establishing program guidelines for the local chapter in accordance with national policy.

Coordinated and supervised work assignments for a team of 10 with Mind Dance Marketing, being accountable for payroll, on-the-job training, performance feedback, and achieving client-centered results.

Led cross functional team of 6, at Siemens, in researching a product concept to determine feasibility which included detailing a market, technical, and economic breakdown.

Critical Thinking	Strategy Development	Management Consulting
Project & Process Management	Written/Verbal Communications	Business & Data Analysis
Planning & Organization	Coaching & Mentorship	Time Management
Risk Assessment	Issue Management	MS Office & Google Suite

COMMUNITY ENGAGEMENT

Mt. Gilead FGIM Economic Empowerment, Missionary, Event Services, Outreach, and Tutor | San Francisco Habitat for Humanity Park Revitalization | St. Francis Center of Los Angeles | Hosea Williams Feed the Hungry | Texas Cowtown Brush-up | The Boys and Girls Club of Central Florida | Atlanta Habitat for Humanity Solar Build | The Gateway Center | Winning Our World (WOW) International Jam