

# Michael Beldie

Managing Partner – Strategy & Execution



*"The very same DNA that spearheads a company's growth at inception can hold it back as it reaches scale. Best-in-class orgs must periodically reimagine the way it runs its business in order to fulfill its greatest promise."*

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## RELEVANT EXPERIENCE

Michael Beldie leads CXO Partners' Strategy & Execution practice. He also supports clients as an interim CEO, COO, and Head of Strategy. During his distinguished career, he has held the following positions:

**COO, NTT Data, ServiceNow Practice** – In his capacity as COO, Michael was responsible for the business unit's profitability and professional services business. NTT DATA operates in more than 50 countries around the world and offers an advanced portfolio of consulting, application, business process, cloud, and infrastructure services to businesses and governments worldwide.

**Global Strategy Lead, North Highland Consulting** – During his tenure, Michael led a 75-person strategy group that was recognized by ALM Vanguard as one of the Top 10 Strategy Practices in the industry. He was accountable for the day-to-day management of the organization and provided premium advisory services to Fortune 1000 customers, public-sector agencies, and non-profit entities.

**Managing Director, Strategy, Ericsson** – Michael advised senior executives at Telecom, Media, and Technology companies as part of Ericsson's strategy consulting practice. He oversaw sales, delivery, and management of multi-million-dollar strategy engagements across North America.

In addition, Michael spent more than 10 years living overseas and has worked extensively with Pre-IPO organizations as both an advisor and seed-stage investor. He has worked across numerous industries, including but not limited to: SaaS, Technology, Consumer Packaged Goods, Automotive, Big Box Retailers, Higher Education, Telecom, Oil and Gas, Public Sector, NGO's, and more.

## PERSONAL STATEMENT

For over 25 years, I have helped design organizations and transform businesses to drive profitability and improve human experience. The programs I develop, and the leadership I provide, helps companies to build internal capability and gain organizational alignment. I follow a proven and intuitive methodology to advise clients on a range of topics that span the organizational life cycle - from strategy formulation through business execution.

## PRACTICE FOCUS

CXO Partners' Strategy & Execution Practice is focused on:

- Creating **strategic direction** that is enthusiastically embraced and tied to financial objectives
- Helping businesses **professionalize internal capabilities** to fulfill revenue and profitability targets
- Shepherding companies through times of **transformation, growth or change** by streamlining operations and unlocking business value

## KEY SERVICES

Michael and team are available in both fractional and interim capacities to support organizations in the following areas:

- Enterprise Strategy Planning
- Organizational Effectiveness and Alignment
- Operating Model Design
- Leadership Development
- Cost Takeout and Profitability Planning
- Sales Professionalization and Acceleration
- Strategy Execution and KPI Development
- Corporate Operations and Lifecycle Planning

## EDUCATION

**Emory University - Goizueta Business School**

Master of Business Administration - Finance and Strategy

