

JAMES E. SAVARESE

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PROFESSIONAL SUMMARY

Proven executive with thirty year track record of energizing, growing and enhancing businesses in multiple sectors; highly-motivated, results-driven, and team-oriented with a passion to make change happen; ten years in management consulting across three continents & twenty years as experienced operator building businesses in high growth, entrepreneurial environments from the ground-up; deep experience in building companies where information technology is a key enabler and strategic partnerships (customer and/or supplier) are paramount; strong general management, operational and leadership skills

EXPERIENCE

2008-2019 **Chief Operating Officer**

WAYFAIR

Boston

Wayfair is a global multi-billion dollar ecommerce retailer in the home market. Over a 12 year period, Wayfair grew from a start-up into a Fortune 500 company on a global scale with over 15k employees and \$9B in revenue. During this period, as COO, I had executive oversight for a wide-range of strategic functions globally: Wayfair's B2B business, the CastleGate fulfillment business, third-party revenue programs, sales, supply chain and global operations, customer service, product management, data analytics, merchandising & offshore programs.

2001-2008 **SVP Products and Services & Founding Member**

ARROWSTREAM, INC

Chicago

Arrowstream is a supply chain services and software company in the Food Service Industry. Joined as #2 Executive in pre-revenue start-up; was the lead Executive in authoring the business plan, raising ~\$10M in capital for the company, and building and managing the organization. Successfully launched the business, grew company revenue to over \$100M, and orchestrated successful exit with the sale of the company. Acted as the core General Manager for our two primary business lines, overseeing client services, business development, product management, data analytics and engineering.

1988-2001 **Varios Management Consulting Roles (Last Position, Client Partner)**

IXL, DELOITTE CONSULTING, PHB

London/Boston/Washington

Management Consultant focused on leading large global large transformation programs for Fortune 500 organizations in the US, Europe and South America

EDUCATION

1991-1993 **UNIVERSITY OF CHICAGO GRADUATE SCHOOL OF BUSINESS**

Chicago

MBA, Finance & Operations, Highest Honors (top 5%)

1984-1988 **DARTMOUTH COLLEGE**

Hanover

BA, Economics, Honors (cum laude)

ADDITIONAL

- Wellesley resident: wife, Eileen & daughters, Lucy & Ruby
- Board Advisor & Investor to several early stage companies (ongoing)
- D1 college tennis player & captain; European professional tour (1990); avid pickleball player