

**Jeremy Fry**

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**Senior Commercial Executive | Sales Operations & Growth Strategy | RPO/BPO Leadership**

## **PROFESSIONAL SUMMARY**

Accomplished Commercial Executive known for driving business growth, optimizing sales operations, and strengthening profitability across global markets. Adept at leading cross-functional teams, negotiating complex outsourcing agreements, and designing scalable commercial frameworks. Skilled in aligning strategy, analytics, and client engagement to achieve sustainable growth across RPO, BPO, and managed services programs.

## **CORE COMPETENCIES**

Sales Operations Leadership • Commercial Strategy • Contract Negotiation • Revenue Growth • Pipeline Forecasting & Analytics • CRM Optimization • Risk Mitigation • Pricing Strategy • Sales Methodology • Client Relationship Management • RPO/BPO/MSP Solutions • Global Account Management • P&L; Ownership • Cross-Functional Leadership

## **EMPLOYMENT HISTORY**

**AMS – Alexander Mann Solutions | SVP, Head of Commercial Development | 2022 - Present**

- Established and nurtured professional relationships with key stakeholders across multiple departments.
- Crafted and implemented successful commercial strategies and risk management for winning deals.
- Led contract negotiations and ensured alignment with financial models and service solutions.
- Restructured Sales Operations processes and established new sales metrics and analytics to expedite pipeline velocity.
- Oversaw onboarding process for all assigned deals, ensuring seamless transition and alignment with final deal terms.
- Leveraged market insights to guide strategic direction, securing sustainable growth.

**Accenture, LLP | Senior Manager, Commercial | 2019 - 2022**

- Established productive relationships and feedback loops with teams, fostering a collaborative environment.
- Led continuous process improvements, enhancing efficiency and productivity.
- Ensured contract and legal compliance, safeguarding commercial relationships.
- Drove revenue growth by leading global account negotiations, achieving target margins.
- Partnered with Finance and Delivery to align sales performance metrics with operational KPIs, driving a 15% increase in forecast reliability and accelerating deal velocity.
- Managed deal analytics, optimizing pricing strategies and performance metrics for business growth.

**Poly | Services, Legal Contract Manager | 2018 - 2019**

- Structured and negotiated key commercial and governmental transactions.
- Managed and analyzed service offerings for global regions.
- Collaborated with Sales Operations and Finance to establish quoting, forecasting, and CRM reporting standards for Poly Global Services.
- Developed operational cadence and dashboards to track pipeline health, win rates, and revenue realization, strengthening cross-functional alignment between Sales, Legal, and Delivery.
- Led contract negotiations for cloud products, driving Poly's global service expansion.
- Fostered strong relationships across units, bolstering Poly's commercial team performance.

**S-Tec Corporation / Genesys Aerosystems | Director, Commercial | 2014 - 2017**

- Overall leadership and management of all commercial and program operations, including staff, compliance, financial accountability, and supply chain optimization.
- Implemented Sales Operations framework linking commercial performance metrics, pipeline health, and pricing optimization across programs and vendor networks.
- Introduced CRM-based reporting and forecast tools to drive margin accountability, sales predictability, and cross-functional visibility.

- Drove pricing and risk scoring model improvements resulting in 17% profit growth and over 30% in additional revenue.
- Initiated contracts and operational KPIs to ensure a sustainable lifecycle, improving overall performance by 36%.
- Renegotiated terms and agreements, reducing risk and improving DSO cycle by 27%.

**Accenture, LLP | Manager, Commercial Management | 2011 - 2014**

- Managed Accenture's domestic and international service agreements, supply chain, commercial operations, and offshore delivery centers.
- Oversaw contract financials, pricing structures, and ensured contract compliance.
- Actively drove negotiations on multiple technology and consulting service agreements, ensuring margin and deal goals were met.
- Oversaw Sales Operations cadence across multiple accounts, establishing standardized opportunity management, margin forecasting, and CRM reporting for improved transparency and executive review.
- Collaborated with global delivery centers to integrate commercial insights into sales planning and performance dashboards.

**Dyncorp International | Senior Subcontracts Manager | 2018**

**Clean Earth Technology, LLC | Director of Contracts and Administration | 2010 - 2011**

**GOODRICH Corporation | Business Development Contracts Manager | 2007 - 2010**

**DYNETICS, INC. | Contract Manager | 2005 - 2007**

**EDUCATION**

William Woods University | MBA

Columbia College | B.A., Political Science

**SKILLS**

Deal Management • Sales Operations Leadership • Pricing Strategy • Strategic Negotiation • Client Relationships • Risk Mitigation • Commercial Strategy • RPO/BPO/MSP Solutions • Sales Forecasting • Pipeline Management • CRM Optimization • Performance Analytics • Global Contract Governance