

ERIC J. STAUDENMAYER

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EXECUTIVE PROFILE

Strategic Operations Leader with 10+ years of experience driving enterprise program execution, business intelligence, and operational excellence across Technology, Financial Services, and Industrial sectors. Proven success in aligning cross-functional teams, building scalable frameworks, and delivering measurable outcomes. Adept at KPI development, forecasting, P&L ownership, and executive-level reporting.

Core Strengths	Technical Skills
Enterprise Program Execution	Excel (Advanced)
KPI Development & BI Dashboards	BI Dashboards
Cross-Functional Alignment	SQL Familiarity
Operational Frameworks	Workflow Mgmt Systems
P&L Ownership & Forecasting	Windows OS/CPU Troubleshooting

PROFESSIONAL EXPERIENCE

AstraZeneca – Strategic Field Operations Manager (US/Puerto Rico) | 2022 – 2024

- Directed reporting strategy and BI teams; consolidated 50+ KPIs into unified dashboards adopted by senior leadership.
- Developed forecasting models predicting sales/demand, improving forecast accuracy by **20%**.
- Partnered with Finance to optimize investment planning, reducing operational costs by **12% annually (~\$8M savings)**.
- Built operational frameworks improving workflow maturity, cutting cycle times by **30% across 3 business units**.

Konecranes Americas – Sales & Operational Development Manager (US/Canada) | 2019 – 2022

- Oversaw business operations and led national inside sales team of 40+ reps and 7 managers responsible for **\$110M+** sales
- Designed KPI systems, incentive compensation, and field reporting, improving sales effectiveness and revenue per head by **150%**.
- Implemented virtual sales approach, scaling operations nationally and driving **25% YoY revenue growth**.

Enterprise Holdings – Business Development Executive (PA/NJ/DE) | 2012 – 2019

- Increased operating profits by **140%** and reduced costs by **25%** across 5 locations with 50+ reps.
- Expanded prospect pipeline by **47%**, driving sustained growth.
- Improved Salesforce CRM processes, reducing service response times by **30%**.
- B2B sales targeting C-Suite Credit Unions and setting up Indirect Financing Programs

Education	Professional Development
B.A. Sociology – West Chester University of PA	Lean/Six Sigma
	Emotional Intelligence
	Negotiation, AGILE Methods
	Diversity & Inclusion, Enterprise Management Development