

ANDREW GRETA

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<http://www.webprofile.info/agreta/>

DIRECTOR/VP: BUSINESS / CORPORATE DEVELOPMENT

Results-oriented executive with 10+ years' progressive experience leading business and corporate development, strategic and tactical initiatives, mergers and acquisitions, JVs, and divestitures for financial services industry – generating millions of dollars in growth to top and bottom lines. Successful at building and leading cross-functional teams and organizations facilitating million-dollar deals and product growth critical to penetrating and growing in key markets. Highly effective at leveraging strategic partnerships and negotiation skills to identify and secure new business opportunities. Proactive dealmaker managing transactions from origination, due diligence, and structuring to negotiations and closings.

EXECUTIVE LEADERSHIP COMPETENCIES

Corporate / Business Development	Market Penetration Strategies	P&L / Budget Accountability
M&A/JV/Partnership Risk Assessment	Global Negotiations & Presentations	Strategic Initiatives / Tactical Execution
Team Leadership & Collaboration	Leveraging Strategic Partnerships	Competitive Product Positioning

PROFESSIONAL EXPERIENCE

CME GROUP – Chicago, IL

2005 – 2008

Director, Business Development

World's largest futures and options exchange with annual sales exceeding \$2 billion.

Led corporate/business development with accountability for identifying, evaluating, executing, and overseeing new and existing strategic partnerships, potential mergers and acquisitions, and opportunities to expand transaction processing business. Managed pool of six analysts with two direct reports. Managed due diligence efforts supporting \$11 billion acquisition of Chicago Board of Trade (CBOT).

Selected Achievements

- \$3+ million contract win secured through successful negotiation of terms and conditions that expanded business opportunities with Asia's leading financial exchange in Korea.
- Formed \$90 million joint venture with Reuters (U.K.) by recruiting and leading deal team and 50+ cross-functional resources to create first FX business of its type to penetrate and expand within \$2 trillion FX market.
- \$700 million equity deal generated by devising and executing firm's first transaction processing strategies and tactical business plans to identify, target, and secure key accounts in \$5 billion market.
- \$100+ million in potential global deals created after leveraging key relationships to initiate discussions and originate business with Tel Aviv and Johannesburg stock exchanges vital to growing in global financial markets.
- Led RFP process and presentations for proposed \$60 million replacement of technology infrastructure for National Stock Exchange of India.

GENERAL ELECTRIC – Stamford, CT

2000 – 2005

Director, Global Business Development (2005)

\$150 billion global technology, media, and financial services company.

Selected as lead on global business development efforts for \$5.5 billion financial services division with more than \$16 billion in leased transportation assets. Oversaw deal teams in supporting global mergers and acquisitions including joint ventures, portfolio plays, and business divestitures. Formulated and directed business development strategies and strategic marketing engagements.

Selected Achievements

- \$15 million mitigated in annual income risk on \$50 million in idle assets by successfully developing and presenting game-changing strategy to accelerate privatization with third-party industry players.
- \$550 million non-core asset divestiture completed through development of valuation analysis to market and promote deal to financial buyers and private equity firms – positioning firm for \$70 million gain on sale.

General Manager – Asset Intelligence / Manager, Global Business Development (2002 – 2004)

Served in roles supporting international business development and general management for global asset tracking and service business. Built and managed 12-member team along with dozens of contractors promoting VeriWise™ asset tracking products and service offerings. Led all aspects of AI business operations including resource acquisition, management reporting, staffing, strategic planning and execution, and third-party deals under \$3 million budget. Supported global M&A transactions including joint ventures, licensing deals, and divestitures. Managed one analyst and various interns/rotational resources along with large, cross-functional teams.

Selected Achievements

- \$12 million in annual sales with 150,000 units installed worldwide achieved by building and leading 12-member team to set up global supply chain with \$3 billion budget meeting production demand and quality requirements.
- Negotiated \$750,000 supply deal with key competitor to license off-the-shelf technology to replace expensive/unreliable sensor technology – generating \$300 per unit cost reduction and opening 80,000 unit sales pipeline.
- Won \$1 million deal to jointly develop and prove commercial viability for container security system with SAIC.
- Completed \$25 million acquisition and creation of asset intelligence business by crafting strategy providing additional value-added “smart services” to competitively differentiate and position products for market growth.
- Played key role as part of more than 50-member due diligence team in analyzing contracts and portfolio assets to address and mitigate material risks related to \$2 billion U.K home equity loan acquisition.
- \$110 million Canadian divestiture with \$12 million after-tax gain and \$500 million acquisition of Chilean commercial bank secured by performing due diligence to assess financial and market risks.

Market Development Manager (2000 – 2002)

In charge of originating, negotiating, closing, and managing strategic alliance and partnership deals for newly created GE Capital e-Business group. Worked closely with CEOs and marketing heads across subset of 28 divisions to capitalize on new electronic technologies through strategic planning and execution, acquisition support, and marketing channel development. Earned GE Management Award for leadership.

Selected Achievements

- \$1.1 billion in incremental sales leads generated after building series of web portal sites that mapped product offerings with market segments to aggressively position financial service divisions for market growth.
- Generated tens of thousands of new sales leads representing billions of dollars in potential revenue by directing nine-member team and two consulting firms to create new web-based marketing channel supporting 28 divisions.

THESTREET.COM – New York, NY**1999 – 2000****Finance Project Manager**

\$100 million financial media company.

Directly supported CFO and CEO with financial reporting/modelling, business analysis, valuations, M&A screening, and overall project management across all corporate functions. Supported CFO in raising \$100 million in IPO funding. Developed London expansion plan generating \$17 million in post-IPO funding from global investor syndicate.

ADDITIONAL WORK HISTORY**PRUDENTIAL SECURITIES – South Bend, IN****1993 – 2007****Financial Advisor**

EDUCATION**PURDUE UNIVERSITY – West Lafayette, IN**

- **Master of Business Administration – Finance / Bachelor of Science in Economics**