



STEPHEN B HAMILTON
INNOVATION IMPACT INTEGRITY

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GLOBAL OPERATIONS STRATEGIST AND GROWTH CATALYST

translating broad international business expertise into breakthrough operational, financial and market success



executive summary

Steadfast, performance-focused operations leader and change architect, integrating progressive strategy and traditional process discipline with high-impact leadership practices and innovative thinking to affect organizational change, maximize business performance and guarantee global enterprise value through EBITDA growth. Consistently delivering far beyond project scope, career hallmarked by direct leadership of 90+ sea change projects that attained \$2B+ in bottom-line financial improvements for more than 100 Global 1000 and mid-market companies across 6 continents and 4 wide-ranging industries.

SECTORS: Metals & Mining | Oil & Gas | Chemicals | Industrial Manufacturing

Repeatedly successful in translating ambiguity into opportunity for management consulting firms by channeling business development and strategic relationship-building talent into multimillion-dollar wins. Board and C-suite influencer with potent negotiation style, demonstrated by 92% win rate throughout career via personal sales of \$200M+ in consulting engagements—with 8-figure, career-high sale that doubled business for one consultancy.

GEOGRAPHIC BUSINESS INSIGHT: Lived and worked in the USA, Canada, Australia, the UK and Jamaica with extensive business dealings and strategic worldwide network of executive influencers in China, Mexico, Italy, the Netherlands, France, Spain, Cyprus, Trinidad, Switzerland, Saudi Arabia, Bahrain, Kuwait, United Arab Emirates, Singapore, Hong Kong, New Guinea, New Zealand and South Africa.



critical skill set

- EBITDA Growth
- P&L Management
- International Expansion
- Enterprise Account Acquisition
- Operational Strategy
- High Performance Teams
- Executive Project Oversight
- Asset Management & Reliability
- Business Transformation
- Operational Readiness
- Performance Improvement
- Operating & Organizational Models



client case examples

- *ASSET MANAGEMENT MATURITY: Originated and led a mid-6-figure strategic asset management review for an Australian based global gold producer. After developing a clear portrait of the maturity challenges faced by each mining asset, created an operational transformation roadmap yielding mid-8-figure benefits over an 18-month period.*
- *SPRINTING TOWARDS INCREASED ASSET AVAILABILITY: Sold, architected and led a 7-figure asset management transformation effort focused on increasing "time on tools" and expanding production for a major oil sands mining company. Mid-8-figure annualized client benefits achieved within the 6 months included improved planned outage cycle-times, increased equipment availability and artisan productivity.*
- *OPERATING MODEL AND ORGANIZATIONAL ALIGNMENT: Created and led a mid-6-figure "more-work" engagement focused on the creation of an organizational change strategy and operating model for one of the world's largest mining fleets. The new model focused on increasing operational effectiveness and fleet availability while reducing shift driven fatigue.*





- *ACCELERATING OPERATIONAL READINESS: Originated an upper 7-figure engagement for a \$1B brownfield smelter construction project for a major mining house. The assignment focused on creating alignment across the owner’s team and up to 17 subcontractors, including 2 major EPC companies, building a system of work, defining the working culture for the project and preparing the contractor for operational readiness while driving an improvement in NPV and pouring 1st metal ahead or on schedule.*
- *OPERATIONAL PERFORMANCE IMPROVEMENT: Led operational transformation of a major Class 1 rail carrier in North America. Improved railcar repair cycle times by 29% and reduced locomotive repair unit costs by 14.5 %, while decreasing terminal train delays by 5%. These results led to exceeding the targeted annualized financial target by >30%.*
- *TAKEAWAY CAPACITY IMPROVEMENT: Originated and led a 7-figure performance transformation at a private equity venture in the Marcellus and Utica regions, with key focus on the reduction of operational risk, growing takeaway capacity and increasing velocity to market. Trough development of employee skills and implementation of management operating system takeaway capacity increased 43%, cycle-times reduced 31%, and production losses reduced by \$1 million per day in 4 months.*
- *REVENUE PROPULSION THROUGH OPERATIONS EXCELLENCE: Sold and led 18-month 8-figure, multisite program to assist Western Canadian heavy-oil production company achieve mid-9-figure increase in revenue. Jointly designed, developed and implemented a common, enterprise-wide operational excellence framework resulting in a 3% increase in operating efficiency, a 21% increase in production volume, and an 8% decrease in unit-costs.*



career highlights

PARTNER & MARKET LEADER Proudfoot Consulting	2021 – 2023
MANAGING DIRECTOR FTI Consulting	2018 – 2021
MANAGING PARTNER Synovum Partners	2015 – 2018
EXECUTIVE VICE PRESIDENT MainePointe	2013 – 2015
VICE PRESIDENT/GLOBAL ENGAGEMENT LEADER The Sinclair Group	2011 – 2013
CLIENT PARTNER III Evolve Partners	2008 – 2011
EXECUTIVE VICE PRESIDENT/SENIOR PARTNER Gordian Transformation Partners	2003 – 2008
SENIOR CLIENT EXECUTIVE Cambridge Technology Partners	2001 – 2003



credentials

Education & Certifications

- Construction Engineering Technology & Business Administration, Memphis State University, Memphis, TN
- Company Directorship, University of New England, New South Wales, Australia
- Certifications: Miller Heiman | Signature Selling, IBM | H2S Alive Safety, Enform | Light Vehicle Driving Safety, Schlumberger

Presentations & Publications

- Authored Point of View article, “Is Your Organization Constantly Catching Fire?”, 2019
- Co-Authored Point of View article, “The new reality in the Oil & Gas Industry: How to survive and thrive in an oversupplied market”, 2015
- “Process Management vs. Information Management” – OGETA Forum, 2005 | “eStrategy: Are You Ready to Play?” – PacBell Conference, 2000 | “eBusiness Savvy - Some Have It, Some Don’t” and “Taking the eLearning Curve at Warp Speed” – eStrategies Conference, 2000 | “Strategic Responsibilities of the Board” article, AICD Magazine

Security Clearances: NEXUS (current); APEC (current); TWIC (current)