

STEPHANIE LOTT

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Strategy & Transformation Consulting Prioritizing Sales Ops Optimization

Strategic Ecosystem Partnerships
Stakeholder TCO/ROI Modelling
Go-To-Market Strategy Alignment
Top-down & Bottom-up Analytics

Cross-Functional Strategies
Lean Six Sigma Agile Approach
P&L Management & Analytics
Coach as: Teacher, Facilitator, Mentor

Degree:	BS, Economics; International Trade & Finance Louisiana State University, Baton Rouge
Technologies:	Hardware, Software (SaaS), AI Basic Implementation, Microsoft Suite, Workflow Automation, Manufacturers
Industries:	Technology, Enterprise (LEO), Healthcare, Public Sector, Supply Chain

WORK HISTORY

Founder & Principal Consultant | 360 Strat Group | 2025 – Present

- Designed proprietary consulting framework—Align-Reverse-Optimize™—to audit cross-functional workflows and pinpoint efficiency gaps
- Facilitate stakeholder roundtables and C-suite workshops to align strategic priorities, to improve project completion velocity
- Built and managed a network of 6 subject-matter experts, enabling scalable engagements across operations, marketing, and IT automation
- Conduct root-cause analyses via 1:1 cross-functional interviews and data analytics to uncover hidden bottlenecks, informing tailored process improvements

Director of Business Development & Owner | Emerald Solutions Group | 2019 – 2025

- Consulted with clients across technology, healthcare, and public-sector verticals to reverse-engineer sales and marketing processes, reducing departmental change costs by 7.3 %–10.2 % on average
- Led end-to-end implementation of workflow automation projects, improving operational throughput and delivering an 88.9 % on-time completion rate
- Negotiated and managed contracts, ensuring cost-effective delivery and maintaining high client satisfaction scores

National Account Executive – Healthcare/ LEO Integrations | VectorUSA | 2018 – 2019

- Developed new logo Healthcare arm; including TBR/ABP templates, KPIs, multi-state/product line GTM strategy, and 1/3/5-year territory development and plan
- Created and orchestrated marketing campaign with a 27.2% return (MS Dynamics)

- Facilitated HIFMA & HIMSS keynote speaker engagements and workshops

Sr Client Manager – HCA BDM Healthcare | Xerox Corporation | (2012 – 2017)

- Managed on-site IT staff of 56 employees, entire Xerox product line and business development for three HCA divisions, in 6 states; included 27 hospitals and facilities Streamlined Physician Groups (PSGs) & Ambulatory Centers (ASGs) opportunities for overall hospital account stickiness – YoY revenue increase of 6.11%
- Facilitated \$750K 44-month renewal contract for an acute care hospital with 368 licensed beds at an 11.7% savings for the client, YoY
- Concurrently led multiple regional team projects, ranging from \$100K to \$11M with an annual average of \$21M; providing cross-functional team management
- Responsible for all new projects, renewals, and the accountability for their outcome; overseeing internally Xerox C-Level deal reviews and client legal/treasury approvals

ADDITIONAL EXPERIENCE

➤ **Certifications**

Lean Six Sigma – Green Belt, Xerox Corporation
Cisco & Aruba HP Technical Certifications

➤ **Volunteering**

HIMSS 2018 Annual Conference and Exhibition (Technology Exhibit Hall)
Volunteer- MCDPH, Maricopa County Dept of Public Health
(Roundtable, Training & Certs: “Seismic Sprint!” Roundtable, CPR, Stop the Bleed, POD 2023)
Mentor, Arizona State University, Virtual

➤ **Associations** (Past & Future)

Founder, WomenLWC.org, Women Leading with Compassion (Launch TBA)
Member, AZWIHC – Arizona Women in Healthcare
Member, NAWIC – National Association of Women in Construction

➤ **Unrelated Work Experience**

Flight Attendant, United Airlines, SFO & DCA based
Domestic and International Purser Qualified

➤ **Past Work Experience**

Education Account Manager, Xerox Corporation, Portland, OR
Code Consultant, Sterling Codifiers, Western US
Municipality code and legal compliance – supplemental and code revisions
Fund Accounting Software Sales Rep, Caselle, Inc., Western US