

**REZA BAVAFI, PhD**  
Rancho Palos Verdes, CA 90275  
310.767.6336  
bavafa@marshall.usc.edu

## **SUMMARY**

Business professional with twenty five years of consulting and management experience in leading multi-million dollar projects and large global teams across three continents. Key strengths include:

- Global Business Management
- Strategic Planning
- Leadership Development
- Consulting
- Economics
- Competitive Analysis
- Contracts/Negotiation
- Community Leadership

## **EDUCATION**

PhD, Economics, University of California, Riverside

## **PROFESSIONAL EXPERIENCE**

### **Adjunct Professor**

Marshall School of Business, University of Southern California  
Department of Finance and Business Economics

**January 2017 – Present**

### **Lecturer**

Loyola Marymount University, Los Angeles, CA  
MBA Program, College of Business Administration

**August 2015 – December 2016**

### **IBM, Los Angeles, CA**

**1996 - 2015**

#### **Program Executive, Delivery Executive Enablement**

**2012 – 2015**

Contributed to \$2.8B annual revenue by designing and implementing programs to augment IBM Global Outsourcing Delivery Executives' business results.

- Led team that designed and developed a highly effective leadership curriculum and mentoring program, delivering twenty one seminars in seven critical skills.
- Improved client satisfaction score for IBM North America from 80% to 84% by designing and implementing new integrated processes and metrics for measuring performance.
- Delivered seminars in Executive Leadership, Global Management and Competitive Analysis.

### **IBM Program Executive, The Walt Disney Company**

**2007- 2012**

Led a large global outsourcing team to support three Disney Business Units' IT infrastructure, cultivated relationship with Disney Executives to win new contracts, and oversaw implementation of projects that introduced innovation, enhanced operation and improved return on investment.

- Won Disney's approval on \$19M in new projects, managed projects execution globally and attained financial objectives with delivery quality that exceeded client's expectation.

- Initiated contract renewal and led cross-functional proposal teams whose innovative solutions resulted in winning a renewed \$40M contract.

**IBM Senior Program Manager, Nissan North America**

**2001- 2007**

Oversaw six program managers, twelve team leads and over a hundred consultants across U.S., India, China, Mexico, Brazil and Canada to implement:

- \$35M in projects in Warranty Claims, Extended Service Warranty, Marketing, and Consumer Affairs Departments.
- 32,000 hours of annual application maintenance.

**IBM Senior Consultant, Kaiser Permanente**

**1997 - 2001**

**IBM Senior Consultant, Boeing**

**1996 - 1997**

AT&T, San Francisco and Los Angeles, CA  
Manager, Strategic Planning

**1990 - 1996**

**COMMUNITY AFFILIATIONS**

Book Club--Palos Verdes Heritage Foundation  
Palos Verdes Library Advisory Committee  
Community Association of Palos Verdes Peninsula

**LANGUAGES**

English and Persian