

Mark Stach

**President/Chief Operating Officer/
Strategic Chief Financial Officer**



Through President, GM, COO and strategic CFO roles, Mark has transformed and led global organizations from \$10 million to \$1 billion in size to more profitable growth and sustainability. Mark is often considered “industry agnostic” in his ability to create value in a wide range of industries including B2B media, professional services, e-commerce, travel, insurance, and financial services for leading brands such as Crain Communications, Hewitt and Orbitz.

With expertise in business transformation, digital strategy, new product development, strategic partnerships and organizational restructuring focused on the bottom line, companies who hire Mark:

- Are experiencing declining core revenues.
- Have difficulty developing new product lines that stretch beyond core competencies.
- Are operating a mature business model in decline and are struggling to pivot.
- Have difficulty capitalizing on emerging technologies.
- Are struggling to adapt to the demands of a changing environment such as an IPO, acquisition, or culture shift.

A Business Converter who transforms and leads businesses to greater profitability and sustainability.

Mark quickly adds value by identifying what is relevant and important in changing and ambiguous situations and then creates the solutions to meet the demands. His initial efforts often begin with enhancing and promoting the value proposition to increase core revenue streams. To drive new sources of growth, Mark collaborates with strategic partners to rapidly commercialize new products. He is effective in shifting legacy methods from “how things have always been done” to “let’s do something new.” As a catalyst for this shift, Mark frequently leverages emerging technology to enable new revenue streams and increase operational efficiency. To ensure long term sustainability, Mark drives success through people. He is highly effective at attracting and retaining top talent with scarce skillsets to seed new organizational capabilities.

Mark earned an MBA from the University of Chicago, Booth School of Business and a Bachelor of Arts degree in Economics from Northwestern University.

**Find out more about Mark at www.linkedin.com/in/markstach
Contact him directly at 773.251.3976 or mstach@elaint.com
www.elaint.com**