

ALEXANDRE LVOFF, MBA, MS

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GLOBAL EXECUTIVE | BUSINESS STRATEGY | DATA & ANALYTICS

A seasoned international strategy executive with diverse and progressive experience in defining and overseeing strategies that disrupt existing markets, drive revenue growth, and improve profitability in B2B/B2G data and analytics sectors. Recognized as an analytical thinker with a hands-on approach and a proven track record of creating value for businesses. Experienced MBA with a comprehensive background in finance, strategy and operations, consistently producing over 10% annual growth. Known as an influential leader with highly developed leadership and communication skills, who excels at leading large cross-functional teams and managing organizational change. Fluent in French, working knowledge of German and basic Spanish.

Key skills include:

- Strategy Presentation
- Project Management
- Go to Market
- Forecasting & Budgeting
- Executive Communication
- Market Intelligence
- Predictive & Fraud Analytics
- Global Business Use Cases
- Multi-Functional Teams
- Change Management
- Financial Models
- Mergers & Acquisitions
- Data Analytics
- Business Planning
- Competitive Analysis

EXPERIENCE

MORNINGSTAR, Chicago, IL

Jul 2019 – Apr 2021

A global provider of independent investment research offering investment management and financial services with approximately \$215 billion in assets and operations in 29 countries.

Global Head of Product Strategy Software

Responsible for strategy and product development roadmap across the \$400m global software division serving the needs of professional investors within the asset & wealth management industry. Leading multiple product teams' strategy to expand into new international markets. Reporting to Executive VP.

- Managed and coordinated all activities for global financial forecasts, budgets, and 3-year strategic plan.
- Built and led multiple product teams' multi-year strategy to expand into new international markets.
- Directed software localization strategy to empower global scalability and data residency.
- Led M&A activities throughout the transaction process; two financial planning acquisitions within six months.

LEXISNEXIS RISK SOLUTIONS, Washington D.C.

Aug 2007 – Apr 2019

Harnesses the power of big data and advanced analytics to provide insights that help businesses and governmental entities reduce risk and improve decisions to benefit people around the globe.

Senior Director, Business Strategy (Sep 2015 – Apr 2019)

Responsible for drafting the strategic plan for the government division; developing market segment strategies and formulating associated budgets and operating plans by mitigating identity-based fraud problems facing the public sector.

- Led repositioning effort of \$150m government line of data business from commoditized information aggregator to digital platform solutions in health, law enforcement and tax markets.
- Managed market launch, competitive positioning, and GTM strategy for new identity fraud solutions returning 15% yearly growth in a challenging market environment.
- Developed three-year strategic plan with CAGR of 10% for the US public sector.
- Supervised, led and coached a team of six solutions architects and fraud prevention data analysts.

Director Strategy & Analytics (Oct 2009 – Sep 2015)

- Developed high level international relationships with potential customers and partnered with senior management team to create strategic plans and value proposition for several countries: Brazil, Canada and the UK.
- Conducted extensive analysis of the product portfolio to achieve go-to-market goals; identified new growth opportunities including entry strategies for adjacent markets.
- Sourced, evaluated and performed M&A due diligence for data analytics acquisitions, Bair Analytics, 2015.
- Spearheaded healthcare market study, delivering data and analytics solutions in social determinants, which resulted in launch of new business unit in the summer of 2010.

Management Consultant, Global Leadership Program, London, Paris, D.C. (Aug 2007 – Sep 2009)

- Selected as one of five MBA graduates to join the Global Leadership Development Program (GLDP), a general management rotational program to train executives to run growth businesses.
- Identified strategic growth opportunities and performed due diligence and financial modeling to evaluate potential acquisitions and partnerships to fill product gaps in healthcare, education and legal verticals.
- Developed and rolled out a new customer experience framework on a European basis, resulting in improving customer satisfaction metric net promoter score (NPS) by 20 points in a year.

AMERICAN EXPRESS, London, UK**May 2006 – Oct 2006****Financial Analyst, MBA Summer Internship****ALEXANDER PROUDFOOT CONSULTING**, London, UK**Aug 2002 – Jul 2005****European Financial Controller**

Responsible for statutory financial statements of seven European entities. Supervised staff of three direct reports and fifteen total employees.

BIOGEN INTERNATIONAL, Paris, FR**Jan 2001 – Aug 2002****Financial Planning Analyst**

Responsible for leading internal consulting focus project to implement Oracle global budgeting and purchasing system to improve financial productivity resulting in cost savings of \$300k.

SARTOMER/ARKEMA, TOTAL GROUP, Exton, PA**Jan 1999 – Oct 2000****Financial Analyst****EDUCATION****MBA**, London Business School, Strategy Concentration, London, UK**BS & MSc**, Finance & Accounting, Audencia Group, Nantes, FR

Semester study abroad program in Economics, Kogod American University (DC, USA)

CERTIFICATES | PATENT

Blockchain Essentials, IBM Blockchain Certificate

Practical Product Management, Pragmatic Marketing, Pragmatic Institute Certificate

Robotic Process Automation Business Analyst Certificate, UiPath

Patent: 13/906,494 – Systems and Methods for Detecting Property Capital Gains**PROFESSIONAL ASSOCIATIONS | COMMUNITY INVOLVEMENT**

French American Chamber of Commerce, Chicago | Wilmette International Club | Chicago LBS Alumni