

## EXECUTIVE ADVISORY BOARD



### **Steve Riordan**

Managing Principal

[PRG Management Consulting](#)

#### **Expertise**

- *Performance/ Operations Improvement*
- *Merger Planning, Due Diligence & Integration*
- *Business Transformation*
- *Productivity Improvement/ Cost Reduction*
- *Merchandise Optimization*
- *Value/Supply Chain Strategy & Execution*
- *Start-up Business Planning/ Strategy/ Launch*

#### **Representative Projects/Experience**

- ❑ Leading the development of new corporate wide KPI program for a beverage manufacturer & distributor
- ❑ Developed retail strategy for a catalog / internet direct marketer
- ❑ Led the development of the newco business plan for two merged CPG manufacturers
- ❑ Led an inventory optimization assessment for the furniture business for a multi-channel retailer
- ❑ Leading the execution of the post merger integration / centralization of the finance and accounting function for a large CPG manufacturer
- ❑ Developed the outsourcing/in-sourcing strategy for the direct businesses of a specialty home retailer
- ❑ Developed the go to market vision for the next generation direct store delivery (DSD) operating model for a CPG manufacturer
- ❑ Conducted a series of operations due diligence projects for retail-related targets for a PE firm
- ❑ Led store level spend management / expense reduction program for a specialty apparel retailer
- ❑ Led the merger integration between two CPG manufacturers for the manufacturing, distribution, finance, accounting and technology functions
- ❑ Served as a partner and practice leader for both A.T. Kearney and Deloitte Consulting
- ❑ Held merchandising related roles with Federated Departments Stores and Pier 1 Imports

#### **Representative Clients:**

- Gap, Inc.
- Restoration Hardware
- Apple Retail
- Williams Sonoma

- PepsiCo/Frito Lay
- FedEx Kinkos
- Spiegel, Inc.
- Dreyer's Grand Ice Cream
- Dean Foods
- Amazon