

REZA BAVAFI, PhD
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SUMMARY

Teaching professional with twenty-five years of consulting and executive management experience in Communications, Healthcare, Aerospace, Auto, and Entertainment industries. Key strengths include:

- Higher Education
- Leadership Development
- Strategic Planning and Execution
- Fortune 500 Global Implementations
- Contracts/Negotiation
- Community Leadership

EDUCATION

PhD, Economics, University of California, Riverside

PROFESSIONAL EXPERIENCE

Adjunct Professor

January 2017 – Present

Marshall School of Business, University of Southern California

Department of Finance and Business Economics

Department of Management and Organization

Courses: Microeconomics for Business, Macroeconomics for Business; Strategic Management

Lecturer

2015 – 2016

Loyola Marymount University, Los Angeles, CA

MBA Program, College of Business Administration

Courses: Business Economics; Strategic Management

IBM

1996 – 2015

Program Executive, Executive Leadership Enablement, IBM Global Services

2012 - 2015

Planned and directed the development and implementation of the leadership program to augment IBM Executives' performance and business results.

- Designed and delivered seminars in Strategic Leadership and Competitive Analysis for IBM Global Executives.
- Improved client satisfaction score from 80% to 84% by designing and implementing new integrated processes and metrics for measuring business unit performance.

IBM Program Executive, The Walt Disney Company

2007- 2011

- Led strategic outsourcing contract for Disney's Corporate, Theme Parks and Studios Business Units, generating over \$20M in annual recurring revenue.
- Oversaw implementation of \$19M in new consulting projects that introduced innovation, enhanced operation and attained IBM financial objectives, with delivery quality that exceeded Disney's expectations.
- Initiated contract renewal and led cross-functional proposal teams whose innovative solutions resulted in winning a new \$40M contract.

IBM Senior Program Manager, The Nissan Motor Company **2002- 2006**

Led a large team of global consultants across U.S., Canada, Mexico, Brazil, India and China to deliver client-focused solutions that improved their operations and contribution to Nissan's profitability.

- Won and implemented consulting projects in Marketing, Consumer Affairs, Claims, Extended Service Warranty and Legal Departments.
- Directed the on-shore and off-shore support teams for the applications, data centers and enterprise server departments.

IBM Senior Program Manager, IBM Almaden Research, San Jose, CA **Jan- Dec 2001**

Designed processes to prepare and convert research projects for commercial deployment.

IBM Executive Consultant, Kaiser Permanente **1998 – 2000**

Oversaw the development and deployment of one of the first electronic medical record systems in the U.S.

IBM Executive Consultant, Boeing **1996 – 1997**

Led multi-disciplinary teams of consultants to identify problems and recommend improvements for the IT support system of the C-17 Military Transport Aircraft.

AT&T, Manager, Strategic Planning **1990 – 1996**

Led the team that studied, recommended, and conducted cost-benefit analyses of new technologies, and acquisition of new companies.

USC COMMITTEES

Committee on Finances and Enrollment, USC Academic Senate, 2019-Present

OTHER EXPERIENCE

Keynote Speaker on Iranian Economy, UCLA Department of Middle Eastern Studies, 2015 and 2019

Guest Speaker on Iranian Economy, Andisheh TV, 2008-2019

Part-Time Lecturer, University of California, Berkeley

1986 - 1990

Courses: Economics of Regulation; Financial Markets

COMMUNITY AFFILIATIONS

Palos Verdes Library Advisory Committee

Community Association of Palos Verdes Peninsula

Book Club--Palos Verdes Persian Heritage Foundation

LANGUAGES

English and Persian