

Hans Eckman provides leadership and coaching on team optimization solutions for rapidly changing companies.

Contact Hans Eckman if your company wants to:

## Use innovation programs to drive cultural changes and empower teams



- Facilitated the delivery of SunTrust contest winning projects, which resulted in a projected \$5 million cost savings and \$60 million net new revenue over 5 years.
- Helped grow EIS Internship program from 22 to 37 positions (2016), 50% conversion (2015), and hosted intern group projects under *Innovation Programs*.

## Simplify and automate operational processes



- Designed new product platform for Market Velocity which decreased new client launch time by 80% and cost by 40%, while increasing Market Velocity's profit by 135%.
- Defined and managed development of a safety reporting and compliance system that replaced 80% of paperwork for The Home Depot's 2,000+ US and Canada stores.

## Build tools and operational support for new initiatives



- Developed a B2B ordering and warehouse management system for Spiderwear which resulted in an 800% increase in productivity.
- Built operational support model for a new Voicecom strategic partner/private label channel and reduced partner launch time from 3 weeks to 3 days.

## Develop high performing teams and future leaders



- Grew a new SunTrust Security Services Workstream from 8 teammates and \$9 million delivery to ~45 teammates and \$16 million delivery in 3 years.
- Personally coached 10 SunTrust teammates on a recurring basis (10+ ad-hoc), *Insights* leadership development program participants, and EIS Interns.

## Create Centers of Excellence to leverage thought leaders



- Co-founded the SunTrust Business Analyst Center of Excellence which improved delivery capabilities through methodology changes and best practice mentoring.
- Built the SunTrust *Archer* practice which included Shared Services development, governance, Center of Excellence (Leads), and Community of Practice (Practitioners).

## Did you know?

- Hans has given over 50 presentations at conferences in the U.S. and Canada, including DragonCon and Building Business Capability.
- Hans scored an overall 92% favorable rating and 100% in 4 of 9 categories in a 2014 SunTrust Voice of the Teammate survey.
- In the 9 areas of the DDI "Manager Ready" assessment, Hans scored Exceptional in 5 and Strong in 3.

## Last 5 Roles

- Blueprint Software Solutions
  - Principal Consultant
- SunTrust Bank
  - GVP, Enterprise Innovation Programs
  - GVP, Security Services Workstream Manager
  - VP, Enterprise Business Analyst
- S&K Ventures
  - VP, Product Development

Visit [EckmanGuides.com](http://EckmanGuides.com) for presentations, articles, and additional background information.