



## Angela Williams

### Business Consultant

**Angela William's** career spans over 25+ years with specializations in analytics, financial planning and business strategy. She developed tools to analyze online businesses, distribution centers, retail stores and real estate projects. Ms. Williams has worked on projects that are in excess of \$200 Million and has delivered on closing multiple deals in the area of real estate, retail and technology worth over \$700Million each. She has an exceptional capability in planning, developing and executing strategies that take companies to the next level. She currently holds a Real Estate license and a Property and Casualty Insurance license in the state of Georgia.

#### **Representative Relevant Experience:**

**Mergers & Acquisitions:** While leading the finance team at Godiva Chocolatier Ms. Williams worked with the investment banking team to sell the company in excess of \$850 Million. She worked with several developers to package foreclosed commercial properties as well as equity positions in hotels and other commercial investments at Prudential formerly Prudential Realty Group.

**Financial Analysis:** Developed several analytical tools to evaluate the financial impact of strategic ideas. Led a financial planning and analysis team to deliver budgets and long-term financial statements with growth and market analysis included. Worked to deliver several business process redesigns based on short-term and long-term financial analysis.

**Real Estate Investments:** Developed financial tools to analysis long term commercial leases. Review potential real estate deals for large investors by review NOI, ROI, IRR and overall long-term hold strategies.

**Business Strategy:** While working at GE obtained Green Belt certification on Business Process Redesigns which included the DMAIC model; GAP analysis, process reviews, metrics for measuring success. Worked with teams to develop best way to fulfill on-line orders at distribution center for initial launch of Gap.com and Banana Republic Catalogue.

**Technology Implementation:** Led team that implemented key replacement software for tracking capital items and spending for Fortune 200 company which was delivered under-budget and ahead of schedule by several months. Developed proprietary software to analysis real estate deals including lease NPV, IRR and valuation. Revamped software to analyze credit worthiness of consumers for clients across 5 clients.

**Board Governance:** Led board members in redesigning how 3 non-profit boards worked to increase effectiveness of board. Wrote governance documents for 2 non-profit boards. Assisted Chair of Governance Committee for a corporate board in redesigning governance documents.

#### **Background:**

Ms. Williams has over 25 years of experience in non-profit, retail and Fortune 200 companies. She has exceptional capabilities in the planning, development and execution of budget management arenas. Her excellent communication skills with the ability to speak effectively with key decision makers has led to her winning several corporate awards. She has been a strategic decision maker, expert at analyzing situations and problems, using innovative approaches to resolve issues. She is a highly effective award-winning leader and manager adept at managing organizations, creating a culture of innovation and implementing community economic development projects and programs with positive results with companies such as Prudential, General Electrical, The Gap Inc., California State Automobile Association (AAA) and Godiva Chocolatier to name a few.

**Education:** MBA: Howard University Finance and Management –Ford Foundation Fellowship; BA: Howard University Economics and Classics with an emphasis in Business.