

TODD STECH

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EXPERIENCE

2020 - PRESENT

LECTURER, MAYS BUSINESS SCHOOL, TEXAS A&M UNIVERSITY

Teaches SCMT 390 and ISTM 685: Technology Enabled Business Transformation Utilizing Blockchain and Artificial Intelligence. Developed course curriculum based upon personal experiences working with clients to implement new technology and processes. In addition to underlying technologies, the class focuses on business process design and business case development. The course has the goal of helping students develop acumen and experience applicable to roles in Consulting, Technology, Sales and Executive Management. As part of the class experience, students work with c-suite executive guests to address current business issues by proposing technology and process solutions.

2021-2022

VICE PRESIDENT AND SENIOR PARTNER, IBM CONSULTING, IBM

Led a consulting practice serving clients in the insurance industry in the United States. As a Certified IBM Professional in the area of Business Transformation, assisted clients in implementing major organizational and process changes through the application of technology.

2009 – 2022

SENIOR EXECUTIVE, IBM HOUSTON, IBM

Responsible for representing IBM's 6 Houston area offices and over 1000 employees throughout southeast Texas, working with local business leaders and local, state, and national officials on issues that impact the greater Houston metropolitan area. Leader of IBM Regional Crisis Management Team.

2016 - 2020

VICE PRESIDENT, FINANCIAL SERVICES MARKET, IBM

P&L responsibility for 4,900 IBM Clients in the Banking, Insurance and Financial Markets industries. Led a team of executives responsible for Revenue, Profit, and Client Satisfaction of key clients. Represented all IBM products and services including Business Consulting, Technology Services, Business Process Outsourcing, Cloud and Cognitive Software and Solutions, and Systems.

2013 - 2016

VICE PRESIDENT, ENTERPRISE SALES, IBM

2004 - 2012

CLIENT UNIT DIRECTOR, COMMUNICATIONS SECTOR, IBM

2003 - 2004

PARTNER, STRATEGY AND CHANGE CONSULTING SERVICES, IBM

2000 - 2003

PRINCIPAL, IBM GLOBAL SERVICES, IBM

1998 - 2000

MANAGEMENT CONSULTANT, IBM GLOBAL SERVICES, IBM

SELECTED ADDITIONAL WORK EXPERIENCE

EQUITY ANALYST, THE PRIVATE BANK, CHASE
SENIOR GROUP REPRESENTATIVE, METLIFE

EDUCATION

1988

BACHELOR OF BUSINESS ADMINISTRATION, FINANCE, MAYS BUSINESS SCHOOL, TEXAS A&M UNIVERSITY

1998

MASTER OF BUSINESS ADMINISTRATION, JONES GRADUATE SCHOOL OF BUSINESS, RICE UNIVERSITY

SKILLS

- Business Transformation
- Negotiation
- Strategy
- Team Leadership and Development
- Financial Analysis
- Implementation of Advanced Technologies