

Professional Biography

Kelly J. Maguire

4022 Everest Street, Las Vegas, Nevada 89129

702.596.2632 Cell

702.363.7879 Residence

Kelly@MaguireConsultingGroup.com

Kelly is an experienced and successful leader with an established track record of forming and leading productive, dynamic and enduring teams. With broad experience leading commission driven sales initiatives, technology driven support systems, and market driven expansion projects, he has proven his ability to create, track and manage growth in diverse and fast changing organizations.

As President and Chief Information Officer for BDG International for the past 18 months, Kelly has taken personal responsibility for nearly all aspects of the spin-off/startup of a rapidly growing company with activities in the US, Africa, the Middle East, and Asia. He directed the creation of policy, technology infrastructure, connectivity, marketing, accounting and international tax strategies.

As the National Projects Manager for a large financial services company for three years prior to that, Mr. Maguire created a Transitions Department whose sole purpose was to manage an aggressive, growing business with profit and control. He led effectively during an extended period of record growth, and profitably added 14 states to the company's retail and wholesale footprint despite the challenges associated with a doubling of production every year for four consecutive years.

Kelly was personally responsible for nearly all aspects of the national expansion initiative including markets selection, site location, negotiating the space and lease details, designing the layout, and managing construction. He created and put in place interrelated systems to manage planning, budgeting, technology infrastructure and connectivity, software and productivity tools. As new locations came online, Kelly recruited, staffed, matriculated and coordinated training on all aspects of the business in multiple markets and at various stages of deployment simultaneously. In addition Kelly created Phase 1 Compliance practices and worked directly with state and federal licensing agencies to assure and document adherence to local and federal regulatory requirements. Ultimately, his compliance policies were used as the foundation for a permanent Compliance Department at the corporate level.

Kelly has significant prior experience and a diverse if not rare skill-set including seven years as a successful commission driven sales person followed by a number of years in a hands-on technology leadership position as Assistant Vice President, Technology Officer for a national company with 8,000 employees in 40 states. His understanding of both the sales and the technology aspects of production coupled with strong business fundamentals put him on the leading edge of sales force and field automation. As a consultant, he works to unite the sales force, the technology group and business units into a cohesive corps. He developed successful and profitable CRM practices long before they were referred to as CRM practices and has always supported and promoted the use of Project Management Principles as the only way to assure that execution follows innovation.

These experiences are a practical extension of a strong educational foundation. Kelly has a Masters of Business Administration (MBA) from Baylor University and a Bachelor of Business Administration (BBA) from The University of Texas, San Antonio.

References available upon request.