



Eleanora Soulliere

Chief Strategy Officer

A seasoned Chief Strategy Officer with 10 years of experience, adept at driving organizational growth through innovative strategic planning, market analysis, and cross-functional collaboration. Proven track record of designing and executing business transformation initiatives, enhancing operational efficiency, and optimizing revenue streams. Adept at fostering a culture of continuous improvement and leading high-performing teams to achieve measurable results.

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123 Maple Street, Trenton, NJ 
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Education

Master of Business Administration in Strategic Management at Rutgers Business School, Newark and New Brunswick, NJ

Aug 2009 - May 2013

Relevant Coursework: Strategic Planning and Execution, Managerial Economics, Financial Management, Marketing Strategy, Operations Management, Organizational Behavior, Business Analytics, Entrepreneurship, and Corporate Innovation.

Links

[linkedin.com/in/eleanorasoulliere](https://www.linkedin.com/in/eleanorasoulliere)

Skills

Forecasting



Data Analysis



Risk Management



Decision-Making



Scenario Planning



Competitive Intelligence



Innovation Management



Employment History

Chief Strategy Officer at Johnson & Johnson, NJ

Apr 2023 - Present

- Led the development and execution of a global strategic plan that resulted in a 12% increase in revenue growth and expansion into 10 new markets within two years.
- Managed a cross-functional team responsible for driving innovation and operational efficiencies, leading to a 15% reduction in operational costs and a 25% improvement in product time-to-market.
- Spearheaded the successful acquisition and integration of a \$500 million healthcare technology company, resulting in a 20% increase in market share and the addition of 200 new jobs within Johnson & Johnson's NJ location.

Senior Strategy Director at Merck & Co., Inc., NJ

Aug 2020 - Feb 2023

- Led the development and execution of a global market access strategy that resulted in a 35% increase in sales for a key oncology product, generating over \$500 million in additional revenue for Merck & Co., Inc.
- Successfully launched a new immunotherapy drug in the US market, achieving a 50% market share within the first year and securing a leading position in the competitive landscape, contributing to a 10% overall growth in the company's oncology portfolio.
- Spearheaded a cross-functional team to optimize the company's supply chain operations, resulting in a 15% reduction in inventory holding costs and a 20% improvement in order lead times, saving the company over \$200 million annually.
- Identified and executed strategic partnerships with external organizations, leading to the acquisition of a promising new drug candidate and the expansion of Merck's research pipeline, driving a potential increase of \$1 billion in future revenues.

Strategy Director at Honeywell International Inc., NJ

Aug 2013 - Jun 2020

- Led the development and implementation of a new market entry strategy for Honeywell's Building Technologies division, resulting in a 20% increase in annual revenue and expansion into three additional countries.
- Streamlined the company's product portfolio by identifying and divesting underperforming business units, resulting in a 15% reduction in operational costs and a 10% improvement in overall profitability.