

# ...YOUR CONSULTANT



## TATE QUEST, MBA



Tate is a Manager at Enterey, with previous consulting experience in several industries, including the life sciences. Most recently, his focus has been managing a project centered on the implementation of various IT initiatives, and established a Center of Excellence focused on problem solving methodologies relating to project management. Tate holds a bachelor's degree in Kinesiology, as well as an MBA.

### RELEVANT EXPERIENCE

#### TEAM LEADERSHIP:

- Facilitated total savings of \$122 million by presenting recommendations to client senior leadership in India after leading a team of 5 graduate students on a semester long project
- Conducted client interviews across 7 functional areas to gather data on operations, supply chain processes and challenges, financial standing, market share data, and current regulatory compliance information
- Developed high performing teams, leading individual groups and entire teams to goal completion

#### PROJECT MANAGEMENT:

- Managed a quality control workstream focused on validating 50+ lab instruments through installation, operational, and performance qualifications for a client building a \$155 million manufacturing facility
- Advised executive leadership team on the implementation of systems, possible escalations, solutions, resource allocation, and updates on project deliverables across 3 quality labs
- Oversaw logistics and operations for an annual event featuring 75 executives and industry experts from 40+ organizations, and 200+ attendees

### STRATEGIC PLANNING:

- Identified key profit erosion including failure to supply penalties, global logistic problems, quality control, and compliance issues in the U.S. generic pharmaceutical market
- Developed strategy to improve 25% turnover rate, achieve 90% product approval rate, and address FDA concerns
- Determined standard fees, small business fees, and FDA approval costs regarding the development of a novel medical device for blood clot removal

### ACCOUNT MANAGEMENT::

- Handled 120+ client files at a given time in a demanding environment while overseeing multiple priorities
- Achieved 100% compliance scores during audits to ensure files are up to date, not neglected, and organized efficiently

### EDUCATION:

American University

- Master of Business Administration

University of Regina

- Bachelor of Kinesiology and Health Studies
- Diploma of Business Administration

### CERTIFICATION:

- Six Sigma Black Belt
- Certified Project Management Professional (PMP)