

“Senior executives the world over speak the same language – value. Demonstrate your proposal adds value and the odds you’ll make the sale increase significantly.”



JACQUES D. SCIAMMAS

With strong credentials in the European business community and bi-lingual capabilities, Jacques Sciammas provides an international perspective in the fields of finance and operations. During his distinguished career, Mr. Sciammas held senior leadership positions in Fortune 500 corporations in Europe and the United States. He has also spent time in Africa.

As Executive Vice President at Berkshire Mortgage in charge of finance, technology, asset management, customer service and strategic planning, he oversaw the company’s \$16 billion loan portfolio and directed technology purchases to support an increasingly complex infrastructure.

Prior to that, he was the CFO of BankBoston’s Investment Division where, following the merger of BankBoston with Fleet Bank (now Bank of America), he directed a smooth and successful integration of operations.

At Charles Schwab from 1991 through 1999, Mr. Sciammas was the Group CFO for its Retail Group (\$1 billion revenue). In that role he was a key member of its highly successful Internet strategy team and also served on Schwab’s Retail Investment Committee, which was responsible for all purchasing decisions.

Mr. Sciammas also worked for the McGraw-Hill Companies, initially as Controller for its publishing division. He moved to Standard & Poor’s where he was involved in joint ventures and acquisitions as Director of Operations, International. He helped establish S&P’s global reputation.

His career began in the Corporate Finance Group at Trans World Airlines. As Director of Financial Planning & Analysis, he was responsible for its \$100 million capital plan and \$2 billion aircraft purchase program. At age 29, he was the youngest director in the airline’s history.

INDUSTRY EXPERTISE

Financial Services, Retail, Technology

CORPORATE BACKGROUND

Executive VP, Berkshire Mortgage Finance;
CFO, BankBoston (now Bank of America) Investment Group; Retail Group CFO, Charles Schwab & Co.;
Controller & Director of International Operations, Standard & Poor’s (The McGraw-Hill Companies)

EDUCATION

Executive MBA, Harvard Business School; MBA,
Finance & International Business, Rutgers University
Graduate School of Management; BA, Mathematics,
Bowdoin College

LANGUAGES

French, English

Corporate Headquarters
1421 34th Avenue, Suite 300
Seattle, Washington 98122

Executive Conversation has offices throughout the United States and in London, Munich, and Singapore. Visit conversation.com for office locations.

For more information:
Tel: +01.206.325.1015
info@conversation.com