

“The salesperson must be able to demonstrate that what’s being delivered is value...not just product.”



RICHARD N. VASWANI

Rich Vaswani has 25 years of corporate and Big 5 consulting experience in strategic and business planning, financial management, mergers and acquisitions, and information systems management. Much of it he acquired with The Clark Construction Group, a \$2 billion contractor for general building, heavy/civil and industrial projects in both public and private markets.

Most recently, Mr. Vaswani was Clark’s Executive Vice President of e-Business and Technology Services. His tenure at the group began in 1985 when he signed on as the firm’s Controller. He quickly advanced to the position of Treasurer and CFO and was subsequently promoted to Senior Vice President and CFO before his appointment as Executive Vice President.

As executive sponsor in the implementation of an ERP system, Mr. Vaswani was responsible for selecting the system and managing and ensuring the project’s success. The project had a budget of \$5 million and spanned 10 months.

During his tenure as CFO, Mr. Vaswani faced the problem of poorly functioning networks inherited from a previously merged company. The business issues centered on significant lost productivity from down time and from recurring communication lapses between the network center and remote locations. These lapses created an exposure in making sure their union employees were paid according to agreements. The network also needed to deliver a high level of performance in order to continue to centralize functions and drive down costs.

Prior to joining Clark, Mr. Vaswani served at Coopers & Lybrand as a Senior Consultant in the Dallas/Fort Worth area. Previous experience also includes positions in public accounting. His career began with Marriott Corp. in 1976.

INDUSTRY EXPERTISE

Technology, Manufacturing, Financial Services, Public Sector

CORPORATE BACKGROUND

CFO, The Clark Construction Group; Senior Consultant, Coopers & Lybrand

EDUCATION

MBA, Darden School, University of Virginia;
BS/ Accounting, Virginia Tech

LANGUAGES

English

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