

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



RICHARD N. VASWANI

With over 30 years of corporate and consulting experience in financial management, strategic and business planning, mergers & acquisitions, and information systems management, Rich Vaswani brings a broad perspective as an active C-Level Executive.

Currently, Mr. Vaswani serves as CFO for a Real Estate private equity firm. The company has investments in commercial properties, operating companies in development and construction, and has financial assets under management.

Previously, Mr. Vaswani was CFO for The Clark Construction Group, a multi-billion contractor for general building, heavy/civil and industrial projects in both public and private markets. While at Clark, he was executive sponsor for implementing an ERP system. He was responsible for selecting the system, managing the conversion, and ensuring the project’s success. The project spanned 10 months and went live on time and on budget.

Prior to joining Clark, Mr. Vaswani was a Senior Consultant with Coopers & Lybrand providing consulting services to executives of small and medium sized businesses. His career began at Marriott in their Bethesda headquarters in 1976. 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.

Mr. Vaswani has been working with Executive Conversation clients since 2001. He has presented EC programs, workshops, keynotes and specialized engagements to customers throughout the world across the broad spectrum of the technology business. As a frequently requested Consulting Executive, he often delivers to audiences in Asia including India, China, Taiwan, Japan, Korea, Singapore, Malaysia, Thailand and Australia.

INDUSTRY EXPERTISE

Technology, Manufacturing, Financial Services, Public Sector

CORPORATE BACKGROUND

CFO, Real Estate Private Equity; 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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