

# Jaimee Lombard

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## EDUCATION

**Bachelor of Science in Business Administration**

August 2013 – May 2017

*Marketing Specialization | Logistics Specialization | Communication Minor*  
*The Ohio State University; Columbus, OH*  
*Honors: Cum Laude*

## EXPERIENCE

**Senior Managing Consultant; Strategy & Go-to-Market**

January 2024 – June 2024

**Managing Consultant; Strategy & Go-to-Market**

July 2021 – December 2023

**Senior Consultant; Strategy & Go-to-Market**

September 2020 – June 2021

*IBM; Chicago, IL*

- Designed and facilitated international training sessions on strategic IBM sales plays, offerings and methodologies to all levels of the company resulting in internal skill development and offering awareness.
- Developed and led educational webinars, workshop sessions at conferences, and knowledge-sharing events that translated complex sales strategies into accessible learning experiences for both internal teams and clients.
- Led cross-industry sales plays (\$500k to \$30M+ in value) from opportunity creation, win strategy alignment, solution & roadmap definition, sales material development, client presentation to deal closure.
- Managed cross-functional internal & client teams of varying seniority levels to drive alignment on goals, collaboration on project plan tasks and overall project completion within a specific timeline & budget.
- Contributed to \$40M+ in annual IBM market sales through constructing unique value propositions at the intersection between client needs, technology capabilities and IBM expertise, tools and experience.

**Senior Consultant; Business Transformation**

August 2019 – August 2020

**Consultant; Business Transformation**

July 2017 – July 2019

*IBM; Chicago, IL*

- Designed and facilitated interactive client workshops using traditional and design thinking methodologies to identify business challenges, align stakeholders on solutions, and drive collaborative decision-making.
- Built and managed client relationships to ensure client satisfaction as well as on time project delivery and success.
- Directed various functional teams of 5-10 members throughout large-scale technology and business process transformations to better efficiency, user experience, and drive overall value for clients.

**Data Analytics Intern**

May 2016 – August 2016

*College Mentors for Kids; Indianapolis, IN*

- Led data analysis projects to identify solutions to increase retention rates, donor participation and other core KPIs improvement opportunities.

## LEADERSHIP

**Worship Team Leader**

September 2023 – Present

*Park Community Church; Chicago, IL*

- Led and coached vocalists / musicians, supported organizational management and spiritual formation, managed expectations from various church functions, supported service planning, led rehearsals and congregational worship

**IBM Women's Growth Initiative, Leadership Team Member**

July 2023 – June 2024

*IBM; North America*

- Facilitated mission statement alignment & focus group execution to drive additional resources & support for women

## SKILLS

- **Technical Skills:** YourLearning, Microsoft Suite, Slack, Asana, Trello, Monday, Mural, Jira, Azure Devops, SAP, WordPress
- **Other Relevant Skills:** Content Development and Training/Workshop Facilitation, Strategic Sales, Agile & Waterfall Practices, Design Thinking, Data Analysis, Team Management & Leadership, Strategy Formulation, Project Management