

# Ruth Pechauer

## Connecting Concepts to Results

**B2B Marketing and Project Management Leader, driving product innovation and continuous improvement through collaboration with key strengths in Strategic Thinking, Executing and Relationship Building**

I navigate ambiguous scenarios, evaluate situations and provide solutions that motivate teams to deliver sustained high-quality outputs. My cross-functional project and foreign language capabilities translate to strengths in change management with faster results in global organizations.

### PAST ROLES

Assistant Director of International Program Development  
Associate Director of Marketing & Admissions  
Marketing, Sales & Operations Planning Manager  
Project Planning Manager  
Product Marketing & Demand Manager

### TOOLS/METHODOLOGIES

ERP, SAP  
SaaS: Salesforce.com, SharePoint  
MS Office: Excel, Word, Visio, Project, Powerpoint, Publisher  
Waterfall Stage Gate/Agile, Project Management, Six Sigma  
HTML, Visual Basic  
Voice of Customer, Total Cost of Ownership (TCO)

### INDUSTRY EXPERIENCE

Chemical Manufacturing  
Medical Device/Biotech  
Higher Education



### EDUCATION/CERTIFICATION

MBA, Marketing & Operations, University of Minnesota  
BA, German & Psychology, St. Olaf College  
Project Management for Leaders, Davis & Dean  
Lean Six Sigma Green Belt, George Group  
Strategic Account Management / Sales Process  
Certified ScrumMaster (CSM)  
Certified Digital Marketing Professional (CDMP)

### LANGUAGES

German (fluent)  
French (intermediate)  
Spanish (beginning+)  
Russian (beginning)



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### LEADERSHIP INSIGHT

- Build relationships with customers and cross-functional teams to create win-win environment of trust, commitment and interdependence.
- Promote a culture of Lean Six Sigma principles to improve processes that reduce costs and inefficiencies
- Provide teams with tools, direction and vision to advance strategic initiatives
- Empower and develop employees to drive change

### EXPERTISE AND KNOWLEDGE

- Strategic Market Planning and Execution
- Product Development Phase Gate Leadership
- Experience in Lean Six Sigma Techniques
- Budget Accountability
- Trouble-shooting ERP Implementations
- Project Lead on Global Teams

### CAREER HIGHLIGHTS

- Drove implementation of marketing plans for multiple product portfolios in largest business unit and successfully led new product development from ideation to commercialization.
- Led global teams in Switzerland, Germany, Italy, Austria, the UK, China, France and Ireland.
- Formalized rigors around data driven Sales and Operations Planning, leveraging best practices and overall knowledge of MRP in support of organizational SAP ERP migration for both North and South America.
- Evaluated 'As Is' supply chain functions between Ireland, France and the U.S., identified gaps and created 'To Be' diagrams to guide implementation and sustain these change management initiatives.
- Awarded H.B. Fuller's most successful Green Belt project for "Warehouse Replenishment Optimization"
- Expanded Carlson School of Management's global reach through alternative business model to improve the P&L, soliciting government funding, and creating compelling traditional and digital marketing content.