
Bryan Christiansen

Salt Lake City, UT 84101 | 385-416-7844 | impruve@protonmail.com

Executive Summary

Multilingual and visionary executive & researcher with 20-year record of driving needed change in business operations to meet changing demands. Strategic problem solver and change manager. Highly skilled at identifying and implementing process improvements to drive efficiency and productivity. Motivating leader with great success managing cross-functional teams. Results-focused professional with strengths in collaboration, communications, management. Veteran creator of successful business plans and strategic development initiatives. Author of 36 Reference books which are distributed to elite universities worldwide.

Core Competencies

- Start-up and Turnaround Operations
- New Business Development
- Strategic Business Planning
- Revenue Generation
- Business Analysis
- Critical Thinking
- Project/Program Management
- Research & Writing
- Public Relations / Communications
- Cross-functional Team Building & Leadership
- Complex Problem-Solving
- Chinese, Japanese, Spanish, Turkish

Professional Experience

PRESIDENT | 11/2021 - Current

Impruve, LLC - Salt Lake City, Utah

- Responsible for all Profit-and-Loss (P&L) activities of own enterprise reinvention consultancy servicing middle-sized companies worldwide
- Administer day-to-day operations, including accounting and budget management, business development, performance metrics and customer service
- Lead startup and opening of business and provide business development, creation of operational procedures, and workflow planning
- Spearhead initiatives for clients to keep business sustainable, agile, and scalable during extensive industry and economic changes

EDITOR & EDITOR-IN-CHIEF | 07/2010 - Current

IGI Global - Hershey, PA

- Decide whether Reference books and professional journals are ready for publication and approve final versions
- Recruit captivating authors and contract for contributions within scope and purpose of publication and maintain editorial consistency and exacting quality control
- Collaborate with writers to develop, strengthen and maintain individual voice and hone unique writing style
- Develop positive relationships with writing, design, and production team members to improve communication and collaboration for production efforts
- Mentor non-native English speaking university professors and graduate students on Reference book and professional journal publication development

PRESIDENT/STARTUP FOUNDER | 09/2004 - 03/2021

PryMarke, LLC - Salt Lake City, UT

- Responsible for all Profit-and-Loss (P&L) activities of own management consultancy for clients in various industries
- Achieved 200% increase in company revenues through implementation of paid performance services for middle-sized clients domestically and internationally
- Revitalized client business plans and realigned company objectives to increase overall client profits and streamline their operations
- Examined client business process flows to identify opportunities for improvement
- Developed several international projects with value over US\$50 million
- Spearheaded initiatives to keep business sustainable during changes in early-growth, mature, and declining industries

Major Business Projects

- Caspian Sea Oil & Gas Project (Aktau, Kazakhstan: 2018-2019)
- Robot Manufacturing Project (Khabarovsk, Russia: 2016-2017)
- MRI Systems Project (Istanbul, Turkey: 2015)
- Bursa Semiconductor Project (Istanbul, Turkey: 2008-2011)
- TSYS Software Translation Project (Georgia, USA: 2001-2002)
- Former Soviet Union Oil & Gas Project (Moscow, Russia: 1998)

Education and Training

Project Management Institute - Newton Square, PA | Certified Associate in Project Management

Expected in 03/2022

Capella University - Minneapolis, MN | Master of Business Administration

General Business

University of The State of New York - Albany, NY | Bachelor of Science

Marketing

Additional Information

Travel to 40 countries; total of 25 years' long-term residence in seven foreign nations from 1973 • Over 300 citations of own published works appearing in articles, books, doctoral dissertations, and master's theses in Chinese, English, Greek, Polish, Russian, Spanish, and Turkish • Member of Academy of Management, Academy of International Business, American Anthropological Association • Former US Foreign Service Candidate (2002, 2007) with Top Secret Security Clearance requiring stringent FBI and US Secret Service background investigations for diplomatic duty