

Bryan Christiansen, MBA

Albuquerque, New Mexico USA | (252) 277-0060 | soluvex@proton.me

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. Great success leading cross-functional teams in an international context. Results-focused professional with strengths in collaboration, communications, project management. Author of 50 Reference books marketed to university libraries worldwide.

Core Competencies

- Start-up and Turnaround Operations
- New Business Development
- Cross-functional Team Building & Leadership
- Multilingual Business Analysis
- Project / Program Management
- Research & Writing
- Public Relations / Communications
- Capital Fundraising
- Strategic Partnerships
- Operations Management

Professional Background

CO-FOUNDER | 05/2023 - Current

Solvex, LLC - Albuquerque, New Mexico

- Responsible for Profit-and-Loss activities of own management consultancy for clients in various industries
- Develop and implement business plans to secure venture capital funding for clients
- Conduct market research to assess potential opportunities for new products or services
- Create strategic plans for launching new products or services into the marketplace
- Research competitors' products and services to identify gaps in the marketplace
- Revitalize business plans and realign company objectives to increase overall profits
- Promote brand awareness for clients by increasing market penetration across multiple markets

ADJUNCT PROFESSOR | 03/2022 - Current

Southern New Hampshire University - Manchester, New Hampshire

- Teach undergraduate business courses entirely online at a US regionally-accredited university
- Recipient of Outstanding Educator Award for 2024

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

IGI Global - Hershey, Pennsylvania

- 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
- Enlist high-quality and diverse Open Access journal article manuscripts for submission
- 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, Utah

- Responsible for all Profit-and-Loss (P&L) activities of own management consultancy for clients in various industries
- Revitalized client business plans and realigned company objectives to increase overall client profits and streamline their operations
- Spearheaded initiatives to keep client's business sustainable during changes in early-growth, mature, and declining industries
- Delivered speeches and attended industry conferences to promote company image and engage with potential and current clients
- Cultivated relationships with key stakeholders such as donors, volunteers, partners, and sponsors
- Leveraged trends in customer industries and marketplaces to shape solutions and approaches
- First client was Banco Nacional in Costa Rica to revamp existing computer systems to conform with the Central American Free Trade Agreement (CAFTA)

Select Presentations

14th Global Conference on Business and Education (GCBE)

International Business Strategy, Performance and Management in the 21st Century
University of Oxford, England, United Kingdom

Building Diverse and Virtual Teams for Project Success

Winston-Salem State University, Winston-Salem, North Carolina, USA

Cultural Variations and Business Performance in Contemporary Globalism

American University in Bulgaria, Blagoevgrad, Bulgaria

Select Publications

- *Contemporary Examination of Latin America and the Caribbean: Economy, Education, and Technology*
- *Enhancing Employee Engagement and Productivity in the Post-Pandemic Multigenerational Workforce*
- *Generative AI and Multifactor Productivity in Business*
- *Global Perspectives on Cybersecurity Risk in Contemporary Business Systems*
- *Handbook of Research on Sustainable Tourism and Hotel Operations in Global Hypercompetition*

Education and Training

Project Management Institute (PMI) - Newtown Square, Pennsylvania | Certified Associate in Project Management (CAPM)

Project Management, Expected in 06/2025

Capella University - Minneapolis, Minnesota | Master of Business Administration (MBA)

General Business, 03/2003

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

Marketing, 11/1996