

SELENE DIAZ

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SUMMARY

Operations leader in small and mid-size family businesses and management-owned companies in the manufacturing, distribution, and service industries. Portfolio operator with 10 years of experience growing companies through acquisitions and continuous improvement initiatives working with CEO's executing key strategic initiatives and KPI's.

Deep operations knowledge in resource planning, corporate strategy, communications, leadership, benchmarking, and forecasting.

EXPERIENCE

LBP MANUFACTURING LLC, a PRITZKER PRIVATE CAPITAL (PPC) company

Chicago, IL

LBP is a global packaging business focused on developing innovative and sustainable solutions for the food service industry with a stable of patented products servicing iconic brands such as Starbucks, McDonald's, Dunkin' Brands and Chick-fil-A.

Director

2015 – March 2020

- Developed near term and long-term strategy and vision of portfolio company working with CEO and Board of Directors.
- Led staffing strategies for established offices and expansion locations in the US, Europe, and Asia. Managed full life cycle recruitment process and onboarding of senior level executives and Chief Sales Officer.
- Provided leadership in planning, forecasting, and due diligence to support company growth. Developed multi-year business plan establishing a planning foundation to assist senior management with structural office systems needs and human capital support.
- Assisted CEO in identifying, prioritizing, and executing the key strategic initiatives across the business plan. Developed strategic direction and growth initiatives in a format that clearly outlined the ROI for sponsor approval.
- Worked with senior management in the divestiture of two divisions, a geographic greenfield expansion, and strategic partnerships.
- Mapped out industry landscapes, developed a plan for partial growth through acquisition, and executed two tuck-in acquisitions. Worked with senior management through due diligence and post-acquisition integration efforts.
- Strategically lead mapping revenue projections, budget forecasts, and production expense management.
- Contributed to innovation efforts to expand revenue opportunities and increase profitability with key customers.
- Assisted with growth initiative of new venture that fell outside existing capabilities. Worked with startup team to commercialize innovation on time and on budget.
- Led human capital resources to leverage team to generate additional revenue and drive a continuous improvement mindset through the company culture.
- Worked with senior leaders to assess and develop their growth potential, effectiveness, and performance. Partnered with the individual strategic leaders of each unit to establish realistic performance objectives, training, education, coaching and mentoring.
- Developed protocols that complied with and supported both the company and PE sponsors policies and procedures.
- Managed external relations identifying, diversifying, building, and maintaining relationships with community and surrounding cities organizations and leaders to secure a range of support and partnerships.
- Led cultivation and stewardship activities for charitable endeavors. Managed solicitations with board members and sponsors.

TERRACE PAPER COMPANY

Chicago, IL

Consultant

2013 – 2015

- Consulted and partnered with operations, commercial, and functional leaders to drive strategic transformation initiatives and work streams for the US and China operation.
- Prepared monthly management reports ensuring a high degree of quality reporting and key business insights.

WINSTON BRANDS LLC

Elk Grove, IL

Operations Associate

2011 – 2013

- Lead research and analysis of new market data and performed deep dive analyses of product lines and divisions assessing strategies and opportunities presenting findings to the senior leadership team.
- Worked directly with senior leaders in the evaluation and execution of two divisional divestitures.

LIA SOPHIA, a KIAM VENTURES company

Wood Dale, IL

Associate

2008 – 2010

- Researched market trends and analyzed revenue by items and prepared detailed memorandums for the senior leadership team.
- Managed large project to open new 280,000 sq. ft. distribution center. Organized, assembled, and aggregated project data, wrote reports and business correspondence for presentation to internal and external project stakeholders.

EDUCATION

THE UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS

Chicago, IL

Master of Business Administration

June 2020

ELMHURST UNIVERSITY

Elmhurst, IL

Bachelor of Arts, Business Administration and Industrial Organizational Psychology

2008