



Rob Davis

VIA Partners LLC

President & Founder

2009 - present

VIA is an acronym for vision-into-action, reflecting a focus on helping clients make *and* implement great strategic choices. Expertise and thought leadership are provided in strategy development, organizational design, board assessment, and implementation of complex change. Clients represent a variety of industries including Broadband Services, Technology, and Advertising.

Clients are typically 'C' level executives, often are moving into a new company, a new role, or facing a dramatic change in their business. As a result, they need assistance and a trusted advisor to help review strategy, organization, board, and operations and then help in charting a course that has the buy-in of their board and direct report team. Client relationships tend to extend over many years.

An additional practice area is consulting with industry associations working to build member collaboration on industry business or brand strategy, as well as to define and implement standards.

Current corporate clients include Clear Channel, Charter Communications, Comcast, Constant Contact, RevGen Partners, and industry association clients including CTAM, NCTA, OAAA, and TAB.

Hitachi Consulting

Managing Vice President

2005 – 2009

- Initially Strategy and Organization Design practice leader, later adding Organization & Transformation Solutions Practice with 120 professionals.
- Personal clients included Charter, Comcast, EchoStar, Fox Sports and T-Mobile.

Dove Consulting, Inc.

Managing Director & Partner, Strategy & Organization Effectiveness Practice

1994-2005

- Created and built a practice that provided business strategy and organization design assistance to large technology, telecommunications, and financial services companies. Clients were in the US, Latin America, Asia, and Europe, and included AMEX, AT&T, Boeing, Comcast, Continental Cablevision, J&J, Nissan, Norwest/Wells Fargo, T Rowe Price, and Yamaha.
- Hitachi Consulting acquired Dove Consulting in 2005.

Organizational Dynamics, Inc.

Senior Vice President, Consulting & Training Services

1986 - 1994

- Responsible for all consulting and training globally in this 350-person company.
- Personally led over 20 large client engagements from strategy through implementation, including Amoco, AT&T, Cox Communications, and P&G.

Stone & Webster Engineering Corporation

Corporate Director, Human Resource Development

1979 - 1986

- Led a team of 16 people responsible for all managerial and technical training in this 15,000 person global engineering and construction services company.
- Worked with Chairman on several critical initiatives, including building a strategy to transition the company from cost-plus to lump sum turnkey contracting.

Technical Assistance & Training Corporation

Senior Consulting Manager

March, 1977 – July, 1979

- Managed the design and implementation of a pilot information system for state management of federal unemployment insurance programs. Pilot states included Montana, Nevada, and Georgia

Education

- Master of Business Administration with Honors, Boston University
- Bachelor Of Business Administration, Dean's List, Boston University

Of Note

- Recipient of CTAM's 2003 TAMI Award for start-up and leadership of the On Demand Consortium, which included representatives of over 75 companies working together to launch On Demand video services in the US.
- Advisory Board member of several \$10M - \$30M software and services companies, including companies focused on big data analytics, agent user interface development, and market research.

Contact Information

- Email: rdavis@via-partners.com
- Cell: 617-306-7755
- Mail: 309 Lake Avenue, Newton, MA 02461