



John Frankovich

Grow, Scale, and Elevate your Professional Services business.

Over the last 25 years, I've been extremely fortunate to have partnered with 100s of clients across multiple industries, solution domains, and time zones. Collaborating with clients and growing world-class service delivery teams is my passion.

I'm a hands-on Services Leader with executive experience leading Sales, Service Delivery, Practice Mgmt, Engagement Mgmt, Customer Success, Finance, and Operations. I help PS organizations identify new revenue streams, grow customer demand, improve CSAT, increase margin, and maximize profitability.



Executive Positions

Capgemini
Senior Vice President

Comcast NBC
Global Vice president

iSoftStone
Chief Customer Officer

Ramp Group
CEO

Clients I've Partnered with



Selected Highlights

- I specialize in building, leading, and growing PS organizations
- 20 years P&L accountability and executive leadership responsibility
- Big 6 Divisional leadership
- Founded 3 service based startups
- Significant International operating experience (EMEA, APAC, NA)
- Led award-winning digital design agency to a profitable acquisition

Functional Thought Leadership



Business Specialties

- Strategic Business Planning
- Sales Enablement & G2M
- PSO Digital Transformation
- Business Turnarounds
- Team building & leadership
- P&L / Operational Mgmt

Technical Solutions

- Data Integration and Transformation
- BI, Visualization, and Advances Analytics
- Data Science and Predictive
- Packaged Software Solutions
- Streaming Video (OTT, SVOD, TVOD)
- PMO & Project Leadership

Results Delivered

- 420% EBITA growth for a UX Digital Agency
- 289% growth of a SMB consulting company
- 317% divisional growth at Capgemini
- 91% growth at AI/Analytics PS firm
- 72% YoY & \$50M MRR at Comcast
- 2 successful transactions

International Experience



Contact

E-MAIL : john.frankovich@iqinnovation.net
MOBILE : 206-354-9083
WEBSITE : www.iqinnovation.net
SOCIAL : www.linkedin.com/in/john-frankovich/

Potential Engagements

Executive Advisory Services
Fractional CxO / VP engagements Strategic Transformation Projects
Full time employment