

# Michael Lawson, MBA

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**Profile:** Strategic project leader and management consultant with 15+ years of experience driving complex, cross-functional initiatives across technology, operations, and finance. Proven success aligning business strategy with systems architecture and organizational goals to deliver measurable results. Combines strong analytical and communication skills with a process-driven mindset to deliver enterprise change effectively and sustainably.

**Core Competencies:**

- ★ Strategic Program & Project Management (Agile & Waterfall)
- ★ Banking Operations, Finance & Compliance Alignment
- ★ Process Optimization & Risk Mitigation
- ★ Business Requirements & Lifecycle Management
- ★ Vendor & Contract Management (SOW, Procurement, Legal)
- ★ Cross-Functional Leadership & Stakeholder Engagement
- ★ Data-Driven Decision Making & KPI Frameworks
- ★ Executive Reporting & Board-Level Presentation

**Work Experience:**

**Lawson Advisory & Business Solutions LLC – Massachusetts**

**Principal Consultant – February 2025 - Present**

- Lead enterprise-level initiatives for clients across finance, technology, and operations.
- Design and implement strategic project management frameworks to enhance governance and execution discipline.
- Develop business cases, ROI models, and executive dashboards to align stakeholders on project scope and outcomes.
- Oversee CRM, ERP, and reporting system integrations with attention to compliance and scalability.
- Advise clients on decarbonization and sustainability strategy, ensuring alignment with ESG frameworks.

**Buyers Edge Platform - Waltham, MA**

**Senior Director, Strategic Integration:** June 2023 – February 2025

Senior Director, Operations: August 2019 – June 2023

Director, Business Information Services: March 2018 – August 2019

Program Manager: September 2016 – March 2018

Business Analyst: February 2015 – September 2016

- Directed large-scale technology integrations and business transformation projects across multiple acquisitions.
- Partnered with executive leadership to define project scope, risk profile, and performance metrics.
- Managed cross-functional teams and vendor relationships, coordinating IT, operations, and finance deliverables.
- Designed Tableau and Power BI dashboards to monitor KPIs, budget variance, and implementation timelines.
- Produced board-level presentations highlighting outcomes, dependencies, and strategic recommendations.

**American Express**

**OPEN Small Business Consultant – May 2013 – October 2014**

- Supported business clients with financial planning, operational strategy, and digital process optimization.
- Delivered measurable improvement in cost efficiency and customer retention across assigned portfolios.
- Recognized for top-tier performance and mentorship of new hires.

**NBT Bank - Lenox, MA**

**Customer Service Representative** February 2012 – May 2013

- Facilitated small business lending and community banking initiatives..
- Developed custom reporting tools to support financial decision-making and compliance.

**Education:**

<b>MBA, Management</b>	Massachusetts College of Liberal Arts	May 2014
<b>BSBA, Management</b>	Suffolk University	September 2011

**Certifications:**

- Salesforce Certified Business Analyst
- Certificate in Carbon Reduction & Net Zero Strategies
- Technical Certificate in Business Information Systems
- Jira Fundamentals Certified
- MA Real Estate Licensee

**Technical Skills:**

Microsoft Project • Project Server • Power BI • Tableau • ServiceNow • Excel • PowerPoint • SQL • Confluence • SharePoint