

Michael Lawson, MBA

Whitman, Massachusetts

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www.lawson.mba | lawson.mba/meet-michael

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:

MBA, Management

Massachusetts College of Liberal Arts

May 2014

BSBA, Management

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