

## Jeffrey W. Hartsough

PROJECT ROLE: Senior KH Consultant

FOCUS: Jeffrey Hartsough has both managerial and hands-on experience in the areas of accounting, finance, operations, information systems, personnel, real estate, sales support, engineering, and purchasing. In most of his work situations, he has either started new departments or divisions, or turned around existing ones by improving their productivity and bottom-line performance.

- REPRESENTATIVE CLIENTS:
- **Telstra Enterprise & Government (TE&G)** – Managed the technical operations for administering the Activity Analysis surveys and reports for 3,800 employees.
  - **Port Authority of New York and New Jersey** – In conjunction with client task forces, developed a survey instrument to assess the time spent on Port engineering activities and the relative importance of the activities
  - **County of Los Angeles, Executive Office, Board of Supervisors** – Developed brochures and seminar materials for the Assessment Appeals Public Education Program
  - **AECOM Technology Corporation** – Performed an operational review of the corporate benefits administration department
  - **County of Los Angeles, Internal Services Department** – Prepared broad pay band compensation tables for a new base pay plan
  - **Worldport LA and Port of Long Beach** – Built the prerequisite employee data bases and supervised the data compilation and report production
  - **County of Los Angeles, Internal Services Department, Real Estate Divisions** – Interviewed incumbents to define their job responsibilities, organizational structures, and work loads; built the employee data base; and supervised the production of the VAL-ACT reports
  - **First Boston Corporation** – Assisted with compiling the detailed critique of 12 working papers generated by the Federal Home Loan Banks regarding the governance, organizational structure, customer profile, products, and credit analysis for the Federal Housing Finance Board
  - **Unitel** – Managed and furnished program support for the introduction of a new product throughout Canada for the telecommunications corporation
- PRIOR WORK EXPERIENCE:
- **MCI Communications (MCI)** – Positions held: Director, Network Services Operations; Senior Manager, National Account Technical and Operations Support; Senior Manager, Operations Support; Senior Manager, Network Control Center; Senior Manager, Finance and Administration; Manager, Corporate Accounts Payable; and Senior Accountant, Financial Reporting
  - **Bechtel Incorporated**, Washington, D.C. – Supervisor, Project Accounting
  - **Dravo Corporation**, Washington, D.C. – Cost Engineer
- EDUCATION:
- B.A., Economics
  - M.B.A., Finance, The George Washington University
  - U.S. Army with the 42nd Military Police Group (Customs) in Germany (FRG), Europe; completed the Defense Language Institute