

# KYLE HOOPII LITTLEJOHN

Strategy, Transformation & PMO | Integrated Program Plans | Operating Cadence & Governance | Cross-Functional Delivery  
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## SUMMARY

Strategy and operations leader with 12+ years building the planning cadence, KPI infrastructure, and operating discipline that let high-growth companies scale without piling on headcount. The work usually starts with an ambiguous, cross-functional problem; it gets broken into testable pieces, then the process and the data view that fix it both ship. Built the planning rhythm and KPI dashboards that gave leadership real-time visibility as Kaseya scaled from \$350M to \$1.75B.

Gets the work done across teams that sit outside any reporting line by owning the cadence, the dependencies, and the data behind each call, holding ground through clarity rather than authority. Range covers strategic planning, business operations, process improvement, and growth operations, with the P&L awareness to tie every decision back to the business. And the reporting stays hands-on: SQL, Tableau, and Looker-class dashboards, accelerated with ChatGPT, Copilot, and Gemini.

## KEY ACHIEVEMENTS

### Strategic Planning & Operating Cadence

Built the planning cadence and cross-functional alignment that let a \$1B+ SaaS organization scale from \$350M to \$1.75B with discipline, keeping fast-moving teams pointed at the same targets.

### Cross-Functional Execution

Pulled a fragmented 32-channel portfolio onto one plan across Product, Marketing, Distribution, Technology, and Operations, aligning 16 business units and 12 external partners and cutting execution cycle time ~30%.

### KPIs & Real-Time Visibility

Replaced status-chasing with one source of truth: the KPI dashboards and tracking that gave Kaseya leadership a real-time read on where the business stood and what to fix next.

### Process Improvement & P&L Impact

Ran 5 transformation initiatives across Procurement, Legal, HR, and Operations at a gene-therapy company for \$1M+ in annualized savings. At a separate \$1B+ SaaS business, built the cost and capital-allocation models behind major investment decisions.

## EXPERIENCE

### Director, Strategy & Client Delivery

2020 – 2026 · Remote

#### SOL Consulting

*Progressed across multiple engagement cycles from Account Manager to Senior Technical Project Manager to Senior Program Manager, owning the integrated program plan, operating cadence, and cross-functional delivery across the FAST & AVOD organization at AMC Networks.*

#### Senior Program Manager, FAST / AVOD Marketing (AMC Networks)

- Built the workflows and operating cadence that kept 16 business units and 12 external partners moving on one plan across Product, Marketing, Distribution, and Operations, aligning teams that did not report to him and cutting execution cycle time ~30%.
- One dashboard, one source of truth: status, decisions, risks, and owners across 32 digital channels, so no team had to chase an update.
- Read the cross-functional data and made the call on what came next, so teams worked the highest-impact problems instead of the loudest.
- Wrote the reporting and analysis in SQL and Tableau, then accelerated it with ChatGPT and Copilot, cutting hours of manual reporting each week.

#### Senior Technical Project Manager, Digital Transformation (AMC Networks)

- Drove cross-functional delivery for the AMC+ launch with clear objectives, timelines, and success metrics, keeping Product, Engineering, QA, and Marketing sequenced from priority through ship and contributing to 65% digital revenue growth.
- Folded product roadmap, engineering delivery, and go-to-market into one workflow, with every dependency in plain view and teams pointed at the same objectives.
- Caught bottlenecks, scalability constraints, and dependency conflicts before they reached the critical path, then drove each to resolution to keep the path clear ahead of ship.
- Ran retrospectives and post-launch reviews, turning incident learnings into automation and repeatable process that made the next release steadier.

#### Account Manager (AMC Networks)

- Connected SOL Consulting delivery teams with AMC Networks stakeholders across a multi-year engagement, keeping priorities and execution pointed the same way.
- Grew the AMC Networks engagement from \$280K to \$2.1M a year by reading where the work was headed, shaping scope to match, and earning trust cycle after cycle.
- Set the operating cadence and accountability rhythm for a team of 8 consultants, holding delivery to what the client actually needed.
- Worked escalations between client stakeholders and delivery teams, turning friction into agreed next steps and protecting the relationship at renewal.

## Senior Manager, Strategic Finance & Business Operations

2018 – 2020 · New York, NY

### Kaseya

Built the planning cadence, KPI infrastructure, and reporting that kept a \$1B+ SaaS organization aligned as Kaseya scaled from \$350M to \$1.75B, owning the data and the models leadership used to decide where to invest.

- Ran the planning cadence and cross-functional alignment that let a \$1B+ SaaS organization scale with discipline from \$350M to \$1.75B, keeping fast-moving teams pointed at the same targets.
- Built the cost, scenario, and capital-allocation models behind investment and acquisition decisions across \$1B+ in revenue, turning messy inputs into the recommendations leadership used to allocate resources.
- Synthesized performance and risk data into the reporting leadership used to set priorities each quarter, a clear read on what was working and what needed attention.
- Stood up the KPI dashboards and tracking frameworks hands-on, replacing manual status-chasing with one source of truth and giving leadership real-time visibility across business units.

## Consulting Manager

2017 – 2018 · New York, NY

### AArete

Worked with a biotech client to lead operational transformation and cost optimization, turning cross-functional process reviews into measurable financial outcomes.

#### Team Lead (bluebird bio)

- Ran 5 transformation initiatives across Procurement, Legal, HR, and Operations at bluebird bio, a gene-therapy company, for \$1M+ in annualized savings.
- Led cross-functional contract reviews with Finance, Legal, HR, and Operations, negotiating better vendor terms and consolidating spend across the business.
- Built the tracking framework for initiative progress, financial impact, and risk, so the client had one clear view of the whole portfolio.
- Rolled weekly progress into clear updates for bluebird leadership, sharpening their view of savings, risk, and tradeoffs.

## Senior Consultant / Consultant

2014 – 2017 · New York, NY

### Optimity Advisors

Supported enterprise transformation programs across Financial Services, Media & Entertainment, and Healthcare, focused on execution, governance, and building the operational infrastructure clients needed to sustain improvement.

#### Technical Business Analyst (Moody's)

- Partnered with stakeholders to build a next-generation internal credit rating platform, translating business needs into functional specs and feeding priorities back to the development team.
- Drove process optimization and performance tracking across the SDLC, contributing to 20% efficiency gains for the program.

#### Project Manager (CareFirst BlueCross BlueShield)

- Led cross-functional delivery and compliance readiness for a small-business health insurance product within a 7-project program, coordinating teams against strict regulatory timelines.
- Tracked progress, risks, and dependencies into clear status, keeping business and operational teams aligned through launch.

## Systems Analyst Intern

Summer 2013 · Reston, VA

### Maximus

Supported enterprise technology delivery by bridging business and technical teams within government technology programs.

- Translated business and operational requirements into technical specifications for development teams supporting NY State enterprise software delivery.

## EDUCATION

### College of William & Mary

2010 – 2014 · Williamsburg, VA

B.S. Neuroscience; Minor in Process Management & Consulting

## CERTIFICATIONS

Professional Scrum Master I (PSM I) · Google Project Management Certificate · Generative AI for Project Managers · AI Foundations for Business Professionals

## TECHNICAL CAPABILITIES

**Strategy & Operations:** Strategic planning · Operating cadence · Business operations · KPI / OKR infrastructure · Process improvement · Cross-functional execution

**Data, Analytics & Reporting:** SQL · Tableau · Looker · Excel · Dashboards · Adaptive Planning · NetSuite

**AI, Delivery & Productivity:** ChatGPT · Microsoft Copilot · Google Gemini · JIRA · Microsoft Project · Smartsheets · AirTable