

# ERICA WILLIAMS

1210 Chestnut St., Unit 304, Philadelphia, PA 19107  
ericawi@wharton.upenn.edu | 301-385-7030

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

#### *Master of Business Administration Candidate; Major in Real Estate*

2019 - 2021

- Co-President of Wharton African American MBA Association (AAMBAA); member of Real Estate Club, Wharton's Innovation & Design Club, and Wharton Youth Mentor Volunteer Organization
- Relevant Coursework: Intro to Design (ARCH102), Contemporary Architectural Discourse: Race, Environment, Gender (ARCH711), Real Estate Investment Analysis & Financing (REAL721), Urban Real Estate Economics (REAL724), Corporate Finance (FNCE611)

### ROBERT H. SMITH SCHOOL OF BUSINESS, UNIVERSITY OF MARYLAND

College Park, MD

#### *Bachelor of Science in Supply Chain Management & Bachelor of Arts in Economics*

2011 - 2015

- Completed Honors College Honors Humanities Program and earned the Banneker / Key Scholarship of Full Distinction
- Learned basics of Mandarin through the UAE Global Immersion Experience
- Studied abroad in Taiwan: Exploring a Different China Language Immersion Program
- Served as President, Kappa Phi Chapter of Delta Sigma Theta Sorority
- Served as the Community Service Chair of W.E.B. Du Bois National Honor Society

## EXPERIENCE

### ACCENTURE

New York, NY

#### Strategy Consultant

2017 - 2019

#### Senior Strategy Analyst

2016 - 2017

#### Strategy Analyst

2015 - 2016

#### *Transition Services Agreement (TSA) Lead*

- Became main Transition Service Agreement (TSA) pre-sign point of contact for five critical client workstreams (HR, Marketing, Operations/Manufacturing, Facilities, and Procurement); became sole TSA post-sign and pre-close point of contact
- Developed bottom up TSA cost model identifying \$8.5 million in expected TSA costs; model outputs were used to provide cost information to buyer and handed off to client at project end for ongoing TSA management
- Presented TSA readiness status and next steps between sign and close to seven client team executives, including divestiture lead, legal team leadership, and key IT stakeholders

#### *Integration Management Office Support*

- Leveraged M&A merger integration current state assessment and pre-close and post-close dependency management best practices to support buyer (Global Insurance Claims Administrator) EVP (Chief People Officer) with developing Day 1 and Day 100 workstream plans for Human Resources
- Compiled Integrated Economics Cost Tracking model for client Finance workstream; model depicted quarterly and YoY summary views of capital expenditures, enabling large insurance client to visualize variance between planned and actual expenses for IT; dashboard helped client visualize impact to financial bottom line
- Drove Real Estate workstream workplan completion, identifying workplan gaps and supporting cross-functional planning and alignment by training 4 members of executive leadership team on an internal synergy software

#### *Zero Based Spend Team Support*

- Conducted Selling, General & Administrative (SG&A) analysis to develop insights around potential bottoms-up, enterprise-wide cost savings; pinpointed top 80% of suppliers to identify cost reduction opportunities for 4 cost packages/business units (Legal, Marketing, HR, Sales); each package was responsible for between \$5-20 million in annual baseline expenditures
- Owned 1 benchmark model, pulling in 15 peer client baselines data sets to target savings potential by showing where a given organization falls on a spectrum compared to industry peers

## ADDITIONAL INFORMATION

- **Interests:** PropTech, urban tech, business development, marketing/content strategy, interior design
- **Positions:** Active Management Leadership for Tomorrow Career Prep (2014) and MBA Prep (2018) Fellow, Former Delta Sigma Theta Sorority Collegiate Transition Taskforce Co-Chair – North Manhattan Alumnae Chapter (2016-2019), Former Accenture National African American Employee Resource Group Communications Lead (2017-2019)
- **Languages:** Highly proficient speaker of Spanish

