



I'm E. Stephen Kim, CGFM®,  
Business Consultant

Contact me to discuss how we can achieve your strategic objectives...

WHO I AM

MY PORTFOLIO

GET STARTED

I am a McLean, Virginia-based **business consultant** with a proven track record of helping my clients improve business and program performance by re-designing business processes, increasing attendance, increasing efficiency, and reducing costs.

CAPABILITIES

- Business and strategic planning
- Business process re-design and implementation
- Data modeling, analysis, and visualization using SQL, Excel, Power BI, Tableau
- Management report and tool development (e.g., executive dashboards, educational games, etc.)
- Performance management design and implementation
- Program and internal controls assessment, design, and implementation
- Project management and leadership
- Resource allocation optimization
- Risk management
- Certified Government Financial Manager (CGFM®)



DIFFERENTIATORS

**Synthesis.** Synthesize a new model that integrates information from multiple sources and addresses the requirements of key stakeholders; and present strategic and tactical recommendations to you in a simple, concise, and practical manner.

**Servant leadership.** Implement recommendations by servant leading you and your staff from concept to results in easy-to-execute steps. I light the path and pave the way.

**Capabilities development.** Explain new concepts and principles simply and in a relatable way and train you and your staff to independently perform the new processes and procedures, thereby developing your organization's capabilities.

PROJECTS

This is a representative sample of my previous projects. To read summaries of these and other projects, please visit: [www.eskimconsulting.com/portfolio](http://www.eskimconsulting.com/portfolio)

- **Executive dashboard development - U.S. Government Agency.** In support of a CNIC Fire & Emergency Services (F&ES) cost-cutting initiative, developed and implemented a labor cost reporting tool used by region program managers to track and manage labor costs during FY 2022. Final deliverables included a Microsoft Power Query-powered executive dashboard with expenditure gauges, management report template, user manual, video tutorial, and re-designed personnel roster.
- **Credit evaluation tool development - International Chemical Manufacturing Company.** Designed and developed a custom Microsoft Excel credit risk scoring tool for the credit administration team of a chemical manufacturing company to objectively and rigorously evaluate the credit risk presented by prospective and existing business customers.
- **Product forecast modeling - Niche Consulting Firm.** Developed a two-year revenue and expense forecast for a media company client's new product launch.
- **Custom industry-market research - Business Entrepreneur.** Designed and delivered custom industry and market research for a national niche advertising business venture. Report diagrammed the niche advertising ecosystem, including the distribution chain; prospective customers, brands, and products; and market opportunities and pricing. Research provided entrepreneur team with the intelligence, insights, and strategic advice required to confidently move forward with its venture.

Visit my website to read about my successful engagements and what my clients have said: [www.eskimconsulting.com](http://www.eskimconsulting.com)  
For a complimentary consultation to discuss how we can achieve your strategic objectives, please contact me at:  
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