

SARA STOLOFF

STRATEGY & OPERATIONS | BUSINESS OPERATIONS | PROGRAM MANAGEMENT

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PROFESSIONAL SUMMARY

Strategy and operations leader with 20+ years in business operations, program management, and business transformation across professional services, aerospace and defense, biotech, and regulated environments. Turns priorities into clear workstreams, accountable owners, and measurable delivery. Built the operating model for a \$1B platform across 3 business units, 12 industries, and 6 regions; cut decision-to-plan time by 10 weeks and restored \$100M in margin through post-acquisition integration.

CORE EXPERTISE

Strategy & Operations • Business Operations • Strategic Planning • Program Management • Project Management • Business Transformation • Operating Model Design • Process Improvement • Change Management • Post-Acquisition Integration • Cross-Functional Leadership • KPI & Dashboard Design • Power BI • Financial Modeling

PROFESSIONAL EXPERIENCE

Operational Advisor & Business Mentor

2026 – Present

SCORE Mentors

National nonprofit network of volunteer mentors advising small businesses.

- Provide pro bono operational advisory to small business owners, applying enterprise-grade frameworks to diagnose inefficiencies, build scalable infrastructure, and establish KPI systems that enable consistent growth.

Head of Industry Strategy & Operations (VP, Strategy & Operations)

2023 – 2025

CBIZ (formerly Marcum LLP)

National accounting and advisory firm; approximately \$2.5B in revenue.

- Built the enterprise operating model for a \$1B platform spanning 3 business units, 12 industries, and 6 regions, including executive cadence, governance, and accountability systems that cut the path from strategic decision to executable plan by 10 weeks.
- Designed enterprise OKRs and Power BI scorecards that gave leadership real-time visibility into revenue, utilization, and forecast accuracy, reducing forecast variance by 10%.
- Led cross-functional process optimization across Marketing, Finance, IT, and HR during post-acquisition integration, restoring \$100M, or 10%, in margin lost to duplicated systems and conflicting processes.
- Supported 12% revenue growth while improving the operating discipline leadership used to plan, prioritize, and manage execution.

Industry Insights & Data Strategy

2022 – 2023

Marcum LLP

National accounting and advisory firm; approximately \$1B in revenue during Sara's tenure, later acquired by CBIZ.

- Built the first national performance-reporting framework across 3 business units, 17 industries, and 6 regions, giving leadership a shared view of utilization and revenue performance.
- Facilitated executive planning sessions that converted broad priorities into structured workstreams and moved initiatives from idea to execution plan in 6 weeks.
- Streamlined workflows between growth and delivery teams, cutting handoff friction in half.

Consulting Manager

2019 – 2022

Sia Partners

Global consulting firm specializing in strategy, transformation, and analytics.

- Designed and stood up the operating model, governance, and RACI for a biotech client's new manufacturing facility, enabling full operational capacity 3 months ahead of plan.
- Built scalable operating structures for clients navigating 10% headcount growth in under 12 months.
- Delivered board-ready strategy and competitive analyses that informed C-suite decisions on M&A and restructuring.

Director of Programs

2017 – 2019

FLIR Systems (Aeryon Defense)

Aerospace and defense technology business focused on unmanned aircraft systems; launched a government-focused subsidiary.

- Launched a government-focused subsidiary from inception with full P&L ownership, building the team structure, governance, and execution discipline required in a regulated environment.
- Integrated Engineering, Finance, and Business Development into one operating model, growing the subsidiary to \$10M in contract value within 8 months and driving 30% first-year revenue growth.

Consulting Manager

2016 – 2017

Breo Solutions

Boutique strategy, transformation, and analytics consulting firm serving clients across industries.

- Led acquisition-evaluation, systems-integration, and operational-efficiency engagements across data centers, technology, and education.
- Managed projects end to end, including risk evaluation, staffing, governance, and systems integration, delivering on time and within budget.

Senior Program Manager / PMO Lead, \$500M Segment

2008 – 2016

Sierra Nevada Corporation

Aerospace and defense technology company; led program execution within a \$500M business segment.

- Implemented enterprise program-governance standards that reduced schedule slippage by 15% and returned cost variance to target for the first time in 2 years.
- Managed cross-functional execution and financial performance for a portfolio supporting \$50M in contract value, with zero major mission failures across an 8-year tenure.

EDUCATION

Master of Business Administration (MBA), University of Nevada, Reno, NV

Bachelor of Business Administration, University of San Diego, San Diego, CA