

Linda Imonti

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Experienced CEO-level executive and board director with decades of leadership at the intersection of finance, growth, and technology-enabled transformation. Over her career, she has led multiple businesses within a global professional services firm, each with P&L responsibility, multi-billion-dollar budgets, and teams of up to 3,500 professionals. Roles included Managing Partner (Regional CEO equivalent) for KPMG's Chicago Region—the firm's second largest U.S. business unit—and national leadership of businesses in Data & Analytics, Customer Relationship Management, and JD Edwards solutions. Recognized for scaling startups into national/global platforms, steering organizations through crisis, and aligning strategy, operations, and culture to create enterprise value. *Served as Member, KPMG U.S. Board of Directors (2015 – 2020) and KPMG Americas Board of Directors (2016 – 2020).*

Acceleration, Technology/Business Needs Alignment, Competitive Advantage | Capability Builder & Innovator | Board Experience | People & Thought Leader

Signature Achievements

- **Region Leadership & Office Managing Partner:** Responsible for all aspects of leading a region within the US firm, 2nd largest region. Within the matrixed structure of a partnership, supported by national shared services and local teams of 3,500+ within the region, responsible for growth, personnel, HR, Marketing, operations, facilities, budgets, community participation.
- **Capability building:**
 - **Rapid startup & 300% Growth:** As Global & National Business Intelligence Leader at KPMG, formed/executed startup business experiencing unprecedented growth in 4 Years
 - **Launched Analytics and BI (Data & Analytics) advisory Business that grew to a global business** as West Regional CRM Business Leader, Partner, at Arthur Andersen. Built business case, services, **high-profile Oracle alliance, analyst relations, methodologies**, and leadership/thought leadership. **Grew CRM operation 150% YoY**, running Siebel business, with P&L authority for Region/directing 170-member CRM consulting team.
- **Team Building & Talent Sourcing:** As KPMG Global & National Business Intelligence Leader, built 15-member global leadership team capturing strong analytics business. Tripled Business Intel headcount
- **Business Intelligence/Information Management/Big Data:** Growth leader, innovator, national speaker, early adopter. At KPMG, work with/provide leadership to 10+ Fortune 1000 clients to develop information centric organizations. Assist with data insights for better business decisions. Creator/author of "The Intelligent Enterprise" methodology.

Professional Experience

KPMG LLP, Chicago, IL

2006 – 2023

Managing Partner Chicago Region, National Managing Partner Ignition

2019 – 2023

KPMG's second-largest revenue-generating office with 3,500+ partners and professionals.

Senior executive overseeing the overall operations and strategic direction of the partnership in the Chicago region. Leading a team of 3000 in Chicago and a total of 4500 people in the Region, execute growth plans and aggressive performance expectations. **Led consistent growth of the Office:** acquired significant brand-name

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clients; increased headcounts, received national/local recognition as best company to work for; built brands through community and civic partnerships. Recognized as one of the most community-focused companies in Chicago by United. Way.

Serve clients across the region and work with the CEOs of our Chicago clients. Oversee branding, community, civic, people leadership across audit tax and advisory. Lead all business relationships in the market with all client leaders/C-Suite executives for the Chicago Hub (nine Midwestern markets). Develop and grow multi-disciplinary teams. *First woman to be managing principal of the Chicago office.*

National Partner in Charge KPMG Ignition, Partner

2020 – 2023

Leading a diverse team to enable firm growth strategy in our 6 technologically advanced, data centric and design focused innovation centers, developing strategic service offerings and team in alignment with growth strategies of the firm. KPMG Ignition's mission is to help clients innovate. An experience-led capability grounded in the recognition that every client is different - with a different mindset, maturity, and trajectory - Ignition is able to meet clients wherever they are in their business journey, starting with understanding both their drive to act and their envisioned destination. Ignition helps clients discover and solve the right problems by first asking "why" and "what", then helping them with the "how". By starting with a divergent approach, Ignition enables the widest possible view, assessing every angle and ultimately seeing beyond the problem to the possibilities and pathways. Using a blend of art and science, Ignition then helps clients contextualize, visualize, and operationalize new ideas. Ultimately, they converge, co-creating a north star, vision, and actionable roadmap to help clients arrive at their destination with confidence, perspective, and momentum.

Chicago & National Advisory Office Leader, Partner

2014 – 2019

\$2.5B Advisory West Business with 1,200+ partners/professionals providing consulting services.

Provided **dual Chicago and national leadership** to the Advisory Office Leadership Team. **Influenced growth via Service Innovation and Delivery Capability** attractive to Fortune-ranked companies. **Led revenue growth (+110%), grew headcount (+66%).**

- **Enabled internal teams to drive change among markets representing 61% of US Advisory business** (Management Consulting, Transactions & Restructuring, and Risk Consulting service areas), mentored/inspired leaders to over-achieve quality/delivery goals:
 - **Built a new business across Service Innovation and Delivery Capability:**
 - Presented solutions to 61% of the advisory business
 - Deployed new Business structure, ensuring alignment with Advisory leaders and service groups—**Spearheaded go-to-market capabilities**
- **Boosted ROI nationally through market development:** drove national advisory strategy agenda into local markets
- **Led growth and performance: grew Chicago bookings to 135% against plan**
 - **Leadership:** engaged leaders across the Region, promoting thriving culture and ensuring connectivity through alignment with national groups; ensured talent for each capability at the national level by creating/executing a resourcing strategy
 - **Revenue growth:** secured up to 118% over goal results with enterprise service innovations
 - **Market development and bookings:** led profit, pipeline, and upselling growth
 - **Quality oversight:** handled escalations and monitored client satisfaction
 - **M & A acquisition team member in collaboration with national M & A team.** Assess potential market, determine targets and pursue

Enterprise-Wide Special Projects

2015 – 2017

Led projects to support future growth and improve management of the firm, reporting to the Vice Chairman, Chairman and Board of Directors

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- **Business Process Group (BPG) Operational Excellence Program to support future growth:** identified potential efficiencies for all BPG functions to enhance internal/ external customer experience with BPG and create scalable, efficient BPG delivery model
 - Provided solutions to **improve efficiency and quality:** led 7 workstream team across 11 functional areas that assessed current state, determined potential enabling tech opportunities to improve business/resource gaps (recommendations approved, solutions deployed)
- **Enabled KPMG cultural change to improve management of the business through optimized data** (simplified, standardized, rationalized, aligned) **used to improve quality/timeliness of business-decision process.** Led information strategy initiative that delivered set of firm-wide metrics to effectively achieve strategic goals/give broad-spectrum of stakeholders access to relevant information.

Global & National Business Intelligence (Data & Analytics Business) Leader

2008 – 2015

Role held concurrently with 2008 – 2010 role (Financial Management Midwest Business Leader).

Formed/executed startup Business Intelligence (BI) business that emerged as a **national/global growth area.**

Developed business case, won leadership approval; demonstrated vision/energy crucial to rapid growth, led Business to **unprecedented 300% Growth in 4 Years** (\$70M in Projects). Captured marquee clients.

- Developed the Business's infrastructure, offerings/resources; formed and led a BI Data & Analytics Committee that oversaw deployments of the Business and solutions into the global firm; built US Firm training curriculum on how to leverage BI so all clients/business lines could deploy globally, as needed
- **Delivered business improvements** (data source consolidation, back-office solutions, business process mgt (BPM), reporting). Developed cross-functional "Intelligent Enterprise" Innovation
- **Quickly grew to 2,200 professionals worldwide**—exceeding Mgt Consulting & Advisory growth, advanced Business's industry reputation, grew profitability, expertise,
 - **Elevated Business's reputation** with speaking engagements at industry events, including Oracle OpenWorld (key partnership)
 - Pursued/captured millions of dollars in high-profile contracts, grew margins by 10% - 20%
 - Credentialed 40+ experts in Hyperion implementation
 - **Championed adoption and credibility** among clients and collaborated to define analytics needs in order to present BI offerings/analytics solutions
 - **M & A in collaboration with national team to assess market, determine targets and pursue acquisitions**
- Led Fortune 100 and 500 organizations in the development of info strategy, analytics and reporting.

Financial Management Midwest Business Leader

2008 – 2010

Leading ~350 professionals, **drove engagement growth/staff retention** by advancing go-to-market strategy, talent sourcing/restructuring, and employee engagement. **Grew solution sales from 20% to 50%.** Closed 375% of Personal Revenue Goal; grew team by 300%, Operating Profit 15%, and pipeline by 300%.

Convergys, Cincinnati, OH

2004 – 2006

Vice President, Professional Services (Business Transformation Services)

Met mandate to build a professional services organization: developed/presented compelling business case for new business area (approved by leadership), delivered significant market edge through strategic acquisitions/ organic growth, and grew the team. Developed operational, quality, and consulting standards/ procedures; revenue strategy/actionable plans and forecasts for call center professional services as add-on revenue stream. Paved the way for outsourcing, call management, and CRM projects: took main role in centralized call-model analysis, vendor management, standardized data collection/shared services for automotive, retail, and healthcare clients.

Gateway, Inc., Poway, CA

2002 – 2004

Vice President, CRM, Vice President, Operations Transformation

Enabled better customer engagement/market share by setting/executing reinvention strategies. Part of a small leadership team that **executed a turnaround mission.**

Earlier Career History

- **Arthur Andersen, LLP**, San Jose, CA & Denver, CO, Western Region CRM business lead, Partner, 1999 – 2002. Held P&L authority, directed/mentored regional leaders; exceeded growth goals by 40%
- **Grant Thornton, LLP**, Denver, CO, W. Region GEAC; Nat'l JDEdwards Business Leader, Partner, 1995 – 1999

Board, Professional & Community Affiliations

Current:

- **Former Member: KPMG US Board of Directors, 2015-2020**, Member & Director and Chair Operations Committee
- **United Way**, Member & Director since 2020, and Chair, United Way Campaign 2022
- **World Business Chicago**, Member & Director since 2019
- **Executive Club**, Chicago, IL, Member & Director since 2019 (Chair Audit & Finance committee, 2022)
- **American Heart Association**, Chicago, IL, Member & Director since 2020
- **The Chicago Network**, Board Chair, Member & Director
- **Former Member of:** KPMG Americas Board of Directors, 2016 – 2020 |
- KPMG Women's Advisory Board, 2012 – 2015
- Chicago United Board of Directors
- Ann & Robert H Lurie Children's Hospital Board
- Civic Consulting Alliance
- WE Illinois, Co-Chair
- Denver University Advisory Board, 2003 – 2004

Education

San Francisco State University, CA, Bachelor of Science.

Private Directors Association: Certification Private Director

NACD: M & A in turbulent times

NACD: Director certification

Appendix

Thought Leadership

Presentations (partial list)

- **WiSTEM Summer Showcase, 1871** (2017)
- **Chicago Mayor Press Event**, Discuss Chicago Advisory Jobs Increase, 2017
- **Illinois CPA Society**, Art of Success, Young Professionals Leadership Conference, 2016
- **Global Energy Conference**, Moderator, Next Generation Technologies Panel, 2016
- **KPMG, Fusion Alliance, CSC, Vertical Solutions**, Women's Circuit, IT Governance & Regulatory Impact
- **KPMG**
 - IT Symposium, Speaker, IT Governance and IT Strategy
 - Speaker, Using Intelligence To Drive Performance; Does Your Business Intelligence Tell You the Whole Story?
- **KPMG/Hyperion Software**, Speaker, The Current Trends of ECRM
- **Game Changer, Exalytics**

Media Features, Articles, & White Papers (partial list)

- Walden, Stephani, USA Today: What every woman can learn from a new report on women's leadership styles, 2019
- Chicago Tribune: Big Data is a Big Deal, 2019
- Wall Street Journal: Innovating at the Crossroads of Design and Data, 2022
- Emily Chasen, The Wall Street Journal: The Financial-Data Dilemma
- Murphy, Erika, E-Commerce News: High Octane Help for Enterprise Buyers, Commerce Times, May 2003
- Imonti, L., Cameron, P.D., and Treulich, C., Partnering for Success, Solutions In Finance
- "A brave new numbers world," Crain's Chicago Business
- Imonti, L., Growing Revenues from Current Customers, White Paper Publication, Convergys
- "IT Governance and Regulatory Impact", Cincinnati Ohio, Sponsors: KPMG, Fusion Alliance, CSC and Vertical Solutions Hosted by the Women's Circuit
- "IT Governance and IT Strategy", IT Symposium, Chicago Illinois, Sponsors: KPMG
- "The Current Trends of ECRM with Hyperion Software," co-hosted with Hyperion Software
- Crain's Chicago; A Brave New Numbers World, February 2008
- To Improve BPM, Go Back to the (Data) source, BPM Magazine
- Agenda Magazine, 7 Steps To Business Intelligence, 2010
- "Using Intelligence To Drive Performance," KPMG, 2009
- "Does Your Business Intelligence Tell You the Whole Story," KPMG, 2009.

Recognition & Honors

- **Chicago Business Journal**: Women of Influence honoree Chicago 2022
- **Sheridan Road Magazine**: Women Leaders Chicago 2020
- **National Diversity Council**: Top 15 Business Woman in Illinois, 2019
- **Consulting Magazine**, Women Leaders in Consulting, 2013
- **Colorado Women's Leadership Coalition**, Women Leader of Excellence, 2002
- **Women's Vision Foundation**, Honored Risk Taker, 2001
- **Wise Women's Advisory Council**: Women's Vision Foundation, The Leadership Investment, 1999
- **100 Wise Women**, Cincinnati-Co-sponsored program with Deloitte & Touche LLP/Procter & Gamble