THEO MORTON

Tel: +1(475) 372-2443 | Email: theomorton95@gmail.com | LinkedIn: https://www.linkedin.com/in/theo-morton-can/

AI Enablement | Enterprise Technology | Client Partnerships | Consumer Goods

PROFESSIONAL EXPERIENCE

COGNIZANT **New York, NY**
Client Relationship Manager | Retail & Consumer Goods **Jun 2026 – Present**

- Managed Microsoft Fabric knowledge transfer for ongoing data preparation and filtering services
- Coordinated $3.4M in IT hardware delivery and installation across 14 facilities globally
- Support post-acquisition ERP reintegration planning across U.S. and international businesses, addressing a decade of divergent customization and regional requirements
- Built an automated action-item dashboard that consolidates workstream context and prioritizes follow-ups
- Built a Salesforce learning agent and Copilot knowledge banks using manuals and workstream records
- Develop reusable Claude skills and Copilot workflows to automate branded presentation formatting
- Received Rising Stars recognition in October 2026 for contributions to the team

MILWAUKEE TOOL **Vancouver, Canada**
Territory Manager **Jan 2024 – Aug 2024**

- Grew territory revenue 23% YoY through account prioritization and targeted commercial strategies
- Aligned clients, field teams, and distributors on productivity, cost, and technology adoption

Market Manager **Apr 2023 – Jan 2024**

- Delivered 44% revenue growth and $1M+ regional expansion in 2023 through electrification adoption
- Managed 30+ industrial accounts and secured 15+ client conversions to low-emission equipment

National Account Representative **Sep 2022 – Apr 2023**

- Coordinated account priorities and performance analysis across 25 branches and 38 sales representatives

Field Marketing / Field Sales Representative **May 2021 – Sep 2022**

- Delivered product demonstrations and trade events supporting customer education and technology adoption

EDUCATION

YALE SCHOOL OF MANAGEMENT & UBC SAUDER **New Haven, CT & Vancouver, Canada**
Dual Degree, MBA (UBC) & Master of Advanced Management (Yale) 2024 – 2026

- Course work: AI for Business Decisions; Generative AI for Managers; Big Data & Customer Analytics; Data Visualization; Foundations in Accounting; Fundamental Finance; Digital Disruption
- Consulting projects: Marna Tea: promotional unit economics; URVI: North American market entry; Trakt: workwear manufacturing and marketing; Spare: donation platform and local social-service access
- Marna launched the proposed gift kit; URVI adopted the travel-pack and portable-pack concepts

BISHOP'S UNIVERSITY **Sherbrooke, Canada**
Bachelor of Arts, Double Major in Economics & Management **2015 – 2019**

- 3x Academic Performance Scholarship; 2x All-Canadian Student-Athlete (varsity rugby)

ADDITIONAL INFORMATION

- **Work Authorization:** U.S. and Canada dual citizen
- **Tools:** Claude, Microsoft Copilot, Excel, PowerPoint, Power BI, Tableau
- Built a World Cup pool dashboard with automated results updates, scoring logic, and data validation
- **Outdoor Sports:** Former FIS alpine racer; ski coach in Revelstoke; ski guide/instructor in Niseko, Japan
- **Earlier Experience:** Tonewood Maple (2012–2019): trade shows, sales, fulfillment, logistics, and shipping
- **Amer Sports:** Shareholder since its 2024 IPO; dedicated fan of the group's mountain sports brands