



## Professional Bio

### FRANCIS M. LEWIS

**Francis** brings a **broad bandwidth of expertise and practical experience in business**, in a career spanning over 30 years as a consultant and executive. He is commercial, pragmatic and data-driven. He works with clients to boost revenue, catalyze growth and improve margins and profitability. Organizations use him to strengthen their management and front-line sales team, build new capabilities and capacity, innovating to strengthen and reorganize the enterprise. Professional use him as a coach and mentor. He works with Boards and senior leaders to address tough issues, challenges and opportunities - In short, to deliver *RESults*.

**Considerable know-how (B2B and B2C) sales/service and sales force management**, and leading export growth. Experienced executive coach, facilitator and educator in developing directors, executives, and front-line professionals. Senior Adjunct Professor and former Subject Group Head (Marketing) at UWI - Lok Jack Global School of Business. Start-up partner of the pioneering Institute of Business (IOB).

**Noteworthy regional business experience.** Significant expertise in developing and delivering sales, strategic communications and brand management. Skilled strategist and planner, with demonstrated versatility and competence in leading cross-functional teams on complex assignments; and managing large, multi-faceted projects. Major support to clients to unlock market value, tackle change and transformation and boost returns

Senior Consultant and Director of **Res Consulting Limited** (founded 1993) - Grew *ResCo* from a solo-practitioner to multi-professional practice. Brings a rigorous, commercial market focus to enhance clients' business strategy; and, to address opportunities and issues dragging or holding back performance. Clients engage *ResCo* to pivot competitiveness, and re-think, re-structure and e-boot their business operations. His corporate experience include:

- General Manager, **Promerica Caribbean Limited** (a financial services and e-payment firm).
- Executive Director - Product Development & Marketing, **FirstCaribbean International Bank**
- Executive Vice-President - Marketing, **BWIA International Airways**.
- Marketing Director, **Carib Glassworks Limited**.
- Head - Strategic Planning & Corporate Services, **ANSA McAL Group**.
- Production Manager, **Johnson & Johnson (Trinidad) Limited**
- Earlier, **Lever Brothers (West Indies) Limited** and **Barclays Bank (DCO)**.

**Substantial business governance and policy experience.** Served on the Boards of a wide range of commercial companies, National Agencies and NGOs, including: **Trinidad & Tobago Securities & Exchange Commission** (Chairman & Commissioner), **Lensyl Products Ltd.**, **ISKO Enterprises**, **Zenith Services**, **CariCard**, **MDC-UM**, **Caribbean Steel Mills**, **TT Council for Competitiveness & Innovation** (Vice-Chairman) and **TT Employers Consultative Association**, **Caribbean School of Dance**, **Lydian Singers**, **HalfWay House** (a domestic violence victims sanctuary), **Little Carib Theatre** and **Trinidad Tent Theatre**, (Technical Director).

**Academic achievements & qualifications** include:

- Master's in Business Administration - **Harvard Business School**, Boston.
- Bachelor's in Management & Marketing - **University of Pennsylvania, The Wharton School**, Philadelphia.
- Expert Attachment - **National Theatre School of Canada**, Montreal - Canadian Government scholarship for pioneering work in the Caribbean, in Theatre Technical.
- Certificate in Industrial Management - **The Institution of Industrial Management**, London.
- Electrical Installation Craftsman Certificate - **John S. Donaldson Technical Institute**, Port-of-Spain.
- Graduate - **St. Mary's College (C.I.C.)**, Port of Spain.

---

**RES CONSULTING LIMITED**  
8 THIRD AVENUE, CASCADE, PORT OF SPAIN, TRINIDAD.  
PHONE: (868) 790-8905 or 621-2555  
E-MAIL: [lewis.tt@gmail.com](mailto:lewis.tt@gmail.com) OR [resconsulting.tt@gmail.com](mailto:resconsulting.tt@gmail.com)  
WEBSITE: [www.resconsultingtt.com](http://www.resconsultingtt.com)