

Nicholas L. Ehle

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SIGNIFICANT SKILLS / ACCOMPLISHMENTS

- **Client Relationship Management:** Build lasting relationships with influential client contacts and C-suite executives at Fortune 500 media clients. Focused on increasing sales pipeline and managing current projects.
- **Business Development:** Develop and present marketing collateral, presentations, and proposals to accounts.
- **Project Management:** Responsible for managing multiple project teams and prioritizing client interests. Manage budget and timeline expectations within a constantly changing work environment.
- **Critical Thinking:** Successfully understand, assess, and evaluate complex business processes and technology.
- **Team Leadership:** Leader of multiple simultaneous teams ranging in size from two to five individuals. Create an environment where team members can grow professionally and learn new skills.

CAREER HISTORY

Ernst & Young LLP, New York, NY (2003 – Present)

Manager, Technology Advisory Services

October 2006 – Present

- Provide services to the media and entertainment industry.
- Significant accounts include **News Corporation, The New York Times, The Nielsen Company, The Associated Press, and Scholastic Corporation**
- Won over **\$1MM** in additional projects in FY2008, exceeding sales goals; managed **\$2.5MM** in fees in FY2008.
- Execute all the aspects of sales activities for high profile media accounts, including lead generation, new business development, proposal development, and relationship management.
- Managed teams that have executed a variety of large scale engagements for clients within the media industry, including risk assessments of financial processes and supporting information technology.
- Responsible for all phases of each engagement, from initiation and planning to concluding and reporting.

Senior, Technology Advisory Services

December 2003 – September 2006

- Led multiple teams in all phases of risk assessment projects.
- Maintained relationships with internal and external constituents to manage the project, streamline reporting, and develop solutions that would win consensus.

Interpublic Group of Companies Inc., New York, NY (2002 – 2003)

Systems Analyst

May 2003 – December 2003

- Project Leader for the implementation and administration of Upstream Weblink, which linked local office General Ledgers with Hyperion Enterprise, the corporate financial reporting package.

Senior IT Auditor

August 2002 – May 2003

- Planned and performed operational, financial and IT reviews of shared services centers and advertising agencies.

Arthur Andersen LLP, New York, NY (July 2001 – July 2002)

Technology Risk Consultant

- Identified risks within client information systems and business processes; recommended controls to mitigate risks.

TECHNICAL SKILLS

- **Web:** HTML; Wordpress
- **Online Advertising:** Exposure to Google AdWords; DoubleClick DART; Microsoft Atlas
- **Productivity:** Microsoft Project; Microsoft Office (Word, Excel, PowerPoint, Access, Outlook, Visio)

EDUCATION

- Certificate in Digital Media Marketing, New York University School of Continuing and Professional Studies
 - Currently enrolled; expected completion in May 2010
- Bachelor of Science in Business Administration, Boston University School of Management, May 2001
 - Major: Marketing; Magna Cum Laude; Dean's List (All Semesters); University Scholar