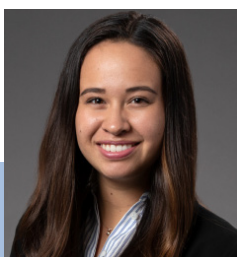




# Accelerate your career path

## JAYDE DESPREZ-LIN

Analyst  
Seattle



### AN ANALYST'S PERSPECTIVE

Jayde Desprez-Lin is an Analyst with Alvarez & Marsal's Corporate Performance Improvement in Seattle. In her latest assignment, Jayde worked with a software company's Revenue Operations function to conduct a rapid assessment of key operational processes and identify performance improvement and efficiency opportunities. Here's an account – in Jayde's own words – of a typical day working as an A&M Analyst.

## A DAY IN THE LIFE

6:00 AM ●

My alarm clock goes off and I'm up. After a morning indoor cycling class to start my day, I shower, get ready, and drive from my apartment to the client site in Seattle.

9:00 AM ●

The A&M team has our daily check-in and planning session. There are just four A&M employees on the team, which gives me the chance to work side-by-side with a Managing Director who has years of consulting experience and a wealth of knowledge, a Director with deep technology expertise, and a Manager who shows me what great consulting looks like every day. Due to the small team structure, I have plenty of autonomy and often get to take the lead on a given deliverable. Today we will conduct a series of one-on-one focus interviews to understand the client's Revenue Operations process and identify gaps.

12:00 PM ●

During my lunch break, I take a walk to pick up my food and listen to a new episode of my favorite news podcast. I enjoy researching about and exploring new restaurant options around the client site.

● 7:45 AM

I head to our designated conference room where I meet with the rest of my team, who have all just flown into Seattle from their home office of San Francisco. We catch up and brief each other about our weekends. I often have the opportunity to work on projects with A&M employees from other offices, which is a great opportunity to not only expand my professional network, but also to develop more friendships across the firm.

● 10:00 AM

We hold our first focus interview of the day, interviewing the client's VP of Enterprise Sales to validate our hypotheses around sales process improvement and hopefully discover more. A&M is helping the client build a future process model for Sales Operations and it's my job to understand what difficulties they have in their data entry and insight reporting process. These interviews give me the opportunity to interact with senior leaders and speak with them about the core issues of their business.

# A DAY IN THE LIFE

2:00 PM

The A&M team hosts a facilitated workshop for all of the business leaders across Marketing, Sales, Client Success, and Finance. This workshop is an opportunity for the client team to align on core challenges they face in day-to-day operations and discuss how best to address them. As a team, we create clear next steps and document who will be responsible for each one.

5:00 PM

My team holds our daily wrap-up meeting, where we share our findings of the day and go through our action item checklist to ensure that we are on track with the project plan. We reassess our plan for the week and identify next steps to deliver. We also use the time to discuss if there any additional data requests we may have for the client. I consolidate my notes from the various interviews and workshops we held that day and upload them to our team's shared note folder.

8:00 PM

I drive back to my apartment and start to unwind before bed. I begin learning a new song to play on my guitar and put on a few episodes of my latest favorite Netflix show. Checking my email one last time, I plug my phone into the charger and fall fast asleep—it's been a long day!

4:00 PM

I conduct a 'side-by-side' with a sales representative to observe their process of booking an opportunity on Salesforce. This helps our team understand, at a highly detailed level, where the bottlenecks are and what steps represent the most significant efficiency lags. I document what I observe and bring those observations back to the team.

6:30 PM

The team heads out for dinner. As the designated foodie of the team, I am in charge of making the reservation at a new local restaurant I have scoped out. We use the time to decompress and share stories, advice, and jokes.

## ABOUT JAYDE DESPREZ-LIN

Jayde Desprez-Lin is an Analyst with Alvarez & Marsal's Corporate Performance Improvement in Seattle. She specializes finance, supply chain, and operations management.

Prior to joining A&M, Ms. Desprez-Lin served as a Financial Planning and Analysis Intern at Expedia Group in Bellevue, Washington. In this role, she was responsible for variances in P&L data to identify high-cost centers and provide operational efficiency recommendations to senior leadership. She also created monthly operating expense reports that aided leadership in making strategic decisions related to budgeting, and managed various invoice allocations across Expedia Technology teams to ensure timely payment of Accounts Payable.

Ms. Desprez-Lin earned a bachelor's degree in business administration at University of Washington's Michael G. Foster School of Business, with a concentration in supply chain and operations management.

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