

R O S H A U N D A I N G R A M - H A R V E Y

Houston, TX Region



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EXECUTIVE PRINCIPAL | OPERATIONAL GOVERNANCE & SYSTEMS ARCHITECT

Executive Principal with 18+ years of experience architecting enterprise governance frameworks, operational systems, and high-performance organizations across regulated and complex institutional environments within the Fortune 500 sector. Proven track record managing \$130M+ in state and federally influenced contract structures, driving **98% delivery success rates** and achieving **15% cost optimization** across multi-functional initiatives.

Specializes in diagnosing structural inefficiencies, aligning leadership and decision-making frameworks, and designing scalable systems that support execution, accountability, and long-term organizational performance. Combines multidisciplinary expertise in business, project management, and legal studies to deliver governance-driven solutions across corporate, healthcare, and advisory environments.

PROFESSIONAL EXPERIENCE

Principal Consultant & Director of Operational Strategy

Adorn Interiors LLC, Katy, TX

2022 - Present

- **Operational Architecture & Systems Design:** Architected a proprietary "Design-to-Delivery" framework that integrates MPM methodologies with AI-driven data modeling, reducing project lifecycles by 25% while maintaining a 98% on-time delivery rate.
- **Executive & Financial Governance:** Directs all P&L processes and resource allocation for a luxury design laboratory, leveraging MBA-level financial acumen to achieve consistent revenue growth and **15% project cost efficiencies**.
- **Strategic Sourcing & Vendor Management:** Developed a global procurement strategy and vendor governance framework, managing a high-value network of 30+ subcontractors and hundreds of domestic and international suppliers.

Urology Business Account Manager & Market Development Manager

Janssen Pharmaceuticals (Oncology), Great Plains Region

2019 - 2022

- **Public Health Systems Strategy & Market Access:** Directed market development and access strategy across ADAP programs, Departments of Health, and institutional healthcare systems aligning clinical, financial, and policy frameworks to ensure sustainable access and reimbursement.
- **Policy Influence, Advocacy, & Funding Alignment:** Partnered with advocacy organizations, public health leaders, and internal policy teams to influence reimbursement pathways, formulary inclusion, and state-level funding priorities tied to large-scale public health initiatives.
- **Cross-System Coordination & Governance:** Acted as a central integrator across Sales, Medical, Market Access, Policy, and Operations aligning multi-stakeholder initiatives into unified account strategies and execution plans.
- **Strategic Account Architecture:** Developed and executed complex account plans incorporating KPIs, milestone tracking, and performance management across high-value institutional accounts and health systems.
- **Stakeholder Mapping & Decision Influence:** Identified and engaged population health decision-makers, key opinion leaders, and policy influencers to shape adoption, access, and long-term market positioning.
- **Execution & Market Impact:** Led coordinated initiatives across institutional systems, contributing to a 60% increase in portfolio market share through structured execution and strategic alignment.

Institutional Business Manager

Bristol-Myers Squibb (Cardiovascular), DC, MD, VA Region

2017 - 2019

ROSHAUNDA INGRAM - HARVEY

- **Market Impact & P&L Leadership:** Executed comprehensive strategic business plans that drove a **138% franchise growth**, earning a national sales ranking of **#5** out of 186 and the President's Award
- **Clinical Program Governance:** Spearheaded the regional implementation of PERT (Pulmonary Embolism Response Team) protocols across major trauma centers, standardizing care pathways through multidisciplinary stakeholder alignment.
- **Technology & Compliance Integration:** Led system-level initiatives for EHR migration (EPIC, Cerner) partnering with HIT specialists to integrate treatment protocols and compliance resources directly into institutional hospital systems.

Regional Account Manager I-III

Reynold's American (Consumer Goods), Mid-Atlantic Region

2011 - 2014

- **Rapid Career Trajectory:** Earned three consecutive promotions within a 36-month period, progressing through tiered account management roles based on consistent above-quota (**200%+ sales goal attainment**) performance and strategic territory expansion.
- **Territory Oversight:** Managed high-stakes commercial operations and **\$34M in sales growth** across a multi-state footprint, earning President's List honors and **#1** regional rankings.
- **Leadership Development:** Completed the Management Development Program and served as interim District Manager, leading the district to a **#2** national ranking.

Interim Assistant Manager & Leasing Consultant

Lincoln Property Company, Houston, TX

2006-2009

- **Operational Leadership:** Appointed as Interim Assistant Manager to oversee property operations, financial reporting, and administrative governance during key leadership transitions.
- **High-Volume Asset Management:** Directed leasing cycles for institutional residential assets, maintaining sub-2% vacancy rates through aggressive market analysis and tenant retention strategies.
- **Contract Compliance:** Managed the end-to-end execution of legal lease agreements, ensuring all documentation met strict regulatory and corporate standards.
- **Fiscal Accountability:** Oversaw rent collection, delinquency mitigation, and account reconciliation for a multi-million-dollar residential portfolio.

EDUCATION & CERTIFICATIONS

Master's Degree in Legal Studies (4.0)

University of Arizona, Tucson

2025 - 2026

Master's Degree in Project Management (3.9)

University of Phoenix, Phoenix

2017 - 2018

Master's Degree in Business Administration (Management) (3.82)

University of Phoenix, Phoenix

2011 - 2012

Bachelor's Degree in Business Administration (3.2)

Prairie View A&M University, Prairie View

2016 - 2018

CORE COMPETENCIES & PROFESSIONAL EXPERTISE

- **Strategic Governance:** Enterprise Frameworks, Regulatory Compliance, Risk Mitigation, and Contract Lifecycle Management.
- **Operational Architecture:** AI Data Modeling, Project Management Methodologies (MPM), and Process Optimization.
- **Market Development:** P&L Oversight, High-Stakes Negotiation, and Cross-Functional Matrix Leadership.

DISTINCTIONS & AWARDS

- **Best of Houzz (Service):** 2023, 2024, 2025, 2026
- **President's Award (Bristol-Myers Squibb):** 2018
- **MVP & Rookie of the Year (Bristol-Myers Squibb):** 2018
- **Winner's Circle & National Sales Rank #5 (BMS):** 2018
- **Appointed to VP Rep Council(Reynold's American):** 2012, 2013, 2014
- **President's Club Awards (Lincoln Property Company, Reynold's American):** 2008, 2009, 2011, 2012, 2013, and 2014
- **Appointed to Executive Advisory Board (Reynold's American):** 2011, 2012, 2013, 2014
- **Quarterly Star Awards (Lincoln Property Company):** 2007, 2008, 2009

EXECUTIVE CHARACTERISTICS & PERSONALITY (DISC)

iD DISC Style:

2025

Results-Oriented Achiever | Goal-Oriented Pioneer

Strengths:

Strategic | Enterprising | Disruptive Innovator | Maverick Spirit

PROFESSIONAL DEVELOPMENT & CERTIFICATIONS

- **AI Leadership:** Generative AI for Growth Marketing (IBM) and Introduction to AI (Google).
- **Management:** Management Development Program (Reynold's American) and Consultative & Evidence-Based Selling (BMS).
- **Certified Ultimate Feng Shui Specialist:** Provided expertise in Environmental Psychology and Organizational Flow
- **Certified Ultimate Professional Organizer:** Systems Optimization and Resource Management
- **Certified Ultimate Decorator & ReDesigner:** Asset Positioning and Aesthetic Strategy