

**TIMOTHY J. OKRIE, CPA**  
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**Senior Financial Executive**  
**General Services / Financial and Insurance Sectors**

Senior Big 4 Partner and an \$2B public company COO with experience successfully driving strategy, operations and execution. Extensive background of leading numerous teams, up to 100 people on Advisory and Assurance Engagements in domestic and international markets in financial, technological, service and insurance industries. In addition to leading teams and serving clients, held a variety of leadership roles including Advisory Marketplace Leader, Advisory Insurance Sector Leader, and Internal Audit Services Leader. Those teams comprised more than 75 Partners and 500 employees and P&L's exceeding \$200 million in revenue.

**CORE COMPETENCIES**

- ◆ *Acquisition & Integration*
- ◆ *Revenue & Margin Growth*
- ◆ *Operational Strategy & Management*
- ◆ *Talent Acquisition & Development*
- ◆ *Global and International Operations*
- ◆ *Corporate Development*
- ◆ *Change Management & Business Transformation*
- ◆ *Turnaround Strategy & Initiatives*
- ◆ *Cross-Functional Team Leadership*
- ◆ *Sarbanes-Oxley Compliance*

**PROFESSIONAL EXPERIENCE**

**Stewart Information Services Corporation (NYSE: STC) – Houston, TX** 2016-2017  
Global real estate services and title insurance company providing residential and commercial title insurance, closing and settlement services to residential and commercial real estate transactions as well as specialized offerings for the mortgage industry and real estate transactions.

**Chief Operating Officer**

Recruited by Board to perform a strategic turn-around that senior executives were not ready for and wholly opposed to, the Company has recently announced it is being acquired by a competitor. Provided critical strategic and operational leadership across all core business units to meet aggressive financial and business performance goals of new activist investors. Scope of leadership and decision-making responsibility spanned \$2.2B in revenue, 6,000+ employees, 2,800+ agents, 425+ offices with operations in the US, UK, Canada, Australia and included business strategy and execution, innovation, operations, sales, marketing, change management, customer relationship management, mergers and acquisitions, divestitures, business intelligence, and operational excellence.

**Deloitte & Touche LLP – Chicago, IL (Admitted to Partnership in 2005)** 1997-2016  
World's largest global professional services and public accounting firm with approximately \$18.4B in US based revenues and 84,000 employees.

**Senior Deloitte Partner / Client Relationship Leader (2012 – 2016)**

Was part of the Risk Advisory business which had approximately \$2.4B in US based revenues and 11,000 employees. Advanced rapidly from Consultant to Partner within eight years of being hired. Successful in growing and leading three different Advisory business areas including the Mid-West Region, Insurance Industry Sector and Internal Audit. Those businesses included revenues of \$200M, a team of 75 Partners, Principals and Managing Directors and more than 500 employees. For each business area, developed strategic plans and operating models and had responsibility for P&L, human resources, technology, marketing, and training. Led and managed Advisory relationships with five "Crown Jewel" clients generating approximately \$100M in global revenues. Additionally, developed and expanded relationships and led diverse teams delivering Advisory services to multiple global companies across various industry sectors including: Technology, Insurance and Asset/Investment Management, Telecommunications, Professional Services and Retail.

- Financial Performance**
  - Delivered \$15M+ in recurring annual revenue at clients new to Deloitte.
  - At one of those clients, generated revenue in excess of \$4M+ in year one by demonstrating financial viability of internal audit outsourcing and risk management program to a major financial services firm.
- Market Positioning & Growth**
  - Established new and emerging market opportunities as well as initiated and grew client relationships at companies previously not served. This included assisting the South Africa Member Firm in the Insurance marketplace on a \$5M USD opportunity.
- Talent Leadership & International Business Operations**
  - Leveraged expertise of global partners and leadership teams in Advisory, Assurance, Tax, and Consulting to effectively manage complex and diverse client engagements with the UK, Hong Kong, India, Amsterdam, Germany, Switzerland and South Africa.

### **Internal Audit Services Leader (2011 – 2013)**

Chief Operating Officer of the national Internal Audit Services business which included 12 offices, with 50 Partner, Principals, Managing Directors with \$125M in annual revenues and 440 employees.

- Financial Performance**
  - Led Internal Audit business from lowest performing margin Advisory business to #3 position in one year.
  - Drove increased revenue of 15% in year one in a previously zero growth business.
  - Won \$30M of net new client revenue, including the addition of three of the top five Internal Audit clients of the Firm.
  - Increased integrated India offshore hours to 30% to 20% of total internal audit service hours across the entire Internal Audit client portfolio.
  - Increased average gross margins to 30% to 20%.
- Strategy & Business Planning**
  - Factors contributing to the success above included:
    - Established target of \$250K minimum revenue and margin hurdles of 40% for accepting new clients, ensuring sustainable profitability.
    - Established target India off-shore delivery integration of 40%.
    - Developed detailed go-to-market strategy, goals, objectives and operating plan.
    - Facilitated buy in from Internal Audit employees by constantly communicating through change management.
    - Drove sense of accountability for practice financial performance revenue and margin growth goals and objectives and achieving individual client targets through individual coaching, mentoring and fostering collaboration and teaming.
    - Visited all offices delivering Internal Audit services to evangelize the need for change and monitor progress on key metrics.
    - Changed and upgraded the leadership team to ensure execution of the key changes initiatives.
    - Created centers of excellence around market offerings and financial targets.
- Technology & Business Innovation**
  - Built customized industry specific Internal Audit capabilities and services creating marketplace differentiation and increased client value.
  - Developed Internal Audit technology and tools that utilized internal and external data to deliver risk assessments, audit programs and reporting templates.

**Advisory Insurance Industry Sector Leader (2010 – 2011)**

Senior Business Leader for Advisory insurance industry, a portfolio with approximately \$30M in annual revenues, 40 clients, and eight offices with 100 employees including 12 Partners, Principals, and Managing Directors. Served in this capacity at the pleasure of the CEO.

**Risk Advisory Marketplace Leader (2008 – 2010)**

Regional Managing Partner responsible for leading Risk Advisory business with approximately \$150M in annual revenues, 250 clients, and five offices with 350 employees including 30 Partners, Principals and Managing Directors.

**Financial Performance**

- Increased client portfolio revenues 20% and margins 15%.
- Served as member of Midwest region operating committee to drive collaboration and integration among businesses to increase overall client revenues.

**Strategy & Business Planning**

- Hand-picked by CEO to part of inaugural Advisory Partner Leadership Team.
- That leadership team developed the mission, vision, strategy, and operating model for the reorganization of the business leading to growth from \$800M in 2008 to more than \$2B in annual revenue in 2016.

**Business Change & Transformation**

- Led region through a successful transformation from a decentralized to a centralized model that included structured business areas, regions, and industries as part of Deloitte-wide reorganization to optimize client services, increase client footprint, improve client service satisfaction, and grow client revenue and profit margins.

**Talent Acquisition & Development**

- Added 15 new Partners, Principals and Managing Directors to Midwest region via promotion or direct admission in order to meet marketplace demand.
- Increased Midwest regional employees by approximately 150.

**Risk Advisory Senior Manager / Risk Advisory Manager / Risk Advisory Senior Consultant (1997 -2008)****EDUCATION & CREDENTIALS**

**Bachelor of Science (BS) – Accountancy, '96, DePaul University, Chicago, Illinois**

**Certified Public Accountant (CPA) (Active since '97), Illinois State Board of Accountancy**

**PROFESSIONAL ASSOCIATIONS**

- American Institute of Certified Public Accountants (AICPA)
- Illinois Certified Public Accountants Society (ILCPA)
- Information Systems Audit and Control Association (ISACA)
- Institute of Internal Auditors (IIA)
- American Land Title Association (ALTA)
- *Institute of Internal Auditing Standards*