

# Catherine Slater, PhD, MBA

CUSTOMER SUCCESS · GO-TO-MARKET STRATEGY · ENTERPRISE TRANSFORMATION

Atlanta, GA  
(765) 412-1353  
Catherine.G.Slater@gmail.com  
CatherineSlater.com  
[linkedin.com/in/CatherineSlater](https://www.linkedin.com/in/CatherineSlater)

**\$191M+**

BOOKED BUSINESS

**\$250M+**

ARR PIPELINE

**108+**

ENTERPRISE ENGAGEMENTS

**2x**

CLOSE RATE IMPROVEMENT

## EDUCATION

### Harvard Business School

MBA, General Management  
*Published HBS Case Study, 717-402, August 2016*

### Purdue University

PhD · MS · BS  
Electrical Engineering  
*Biomedical Focus*

## PROFILE

Strategist who thrives on solving problems, always keeping the customer at the center of thought process. Known for aligning executive stakeholders during process of converting strategy into revenue. Former McKinsey consultant and Oracle Senior Director. Expert in Customer Success, GTM design, and large-scale transformation.

## EXPERTISE

Customer Success  
GTM Strategy & Design  
Enterprise Sales  
Operating Models  
Healthcare Tech / SaaS  
Corp Finance · M&A  
Team Scaling  
CXO Advisory

## TARGET ROLES

VP or Senior Director  
Customer Success, GTM,  
Strategy, Transformation

## CAREER HIGHLIGHTS

**\$32M**

Landmark new product wins via OneOracle framework; expanded to 500+ Client Directors

**\$39M+ ARR**

Generated in FY2025 via disciplined portfolio management

**\$2B**

Satellite saved from total loss; mobilized 34 experts in high-stakes environment

**+30%**

Deal size growth alongside doubling of close rates

## EXPERIENCE

### Nextura Strategy

Founder & Principal Consultant

2026–Present · Atlanta, GA

### Claritev (formerly MultiPlan) (contract)

Strategy Consultant, Commercial Partnerships & GTM Design

2026 · Atlanta, GA

### Oracle Corporation

Senior Director, Customer Success & Sales Strategy — Healthcare Business Value Services

2018–2025 · Atlanta, GA

### Ninkatek / American Craft Brands

Strategic Advisor, Technology & People

2012–2018 · Boston, MA

### McKinsey & Company

Senior Associate — Strategy Consulting

2015–2017 · Atlanta, GA

### Northrop Grumman

Senior Systems Engineer — Space-Based Infrared Systems

2010–2014 · Azusa, CA

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## CLEARANCE

TS/SCI (SSBI) (inactive)

## SECTORS

### Healthcare

Financial Services

Retail / Consumer

Technology

Defense / Aerospace

Beverage & Alcohol

## TOOLS & METHODS

Business Value Selling

Portfolio Governance

OKR Frameworks

Executive Storytelling

Change Management

M&A Day 1 Readiness

Predictive Modeling

Blockchain / Cloud / AI

## EXPERIENCE DETAIL

### Nextura Strategy

2026–Present · Atlanta, GA

#### Founder & Principal Consultant

- Founded boutique strategy consultancy at the intersection of analytical rigor, revenue focus, and customer centricity—serving healthcare and technology organizations.
- Delivering fractional senior consulting engagements in GTM Design, Customer Success, Business Value Services, and Strategic Operations.

### Claritev (formerly MultiPlan) (contract)

2026 · Atlanta, GA

#### Strategy Consultant, Commercial Partnerships & GTM Design

- Defined where company competes and how growth will be monetized via concrete GTM strategy that incorporates market dynamics, competitive insights, and business performance data.
- Organized Product, Sales, Marketing, and Operations around scalable revenue models and value realization.

### Oracle Corporation

2018–2025 · Atlanta, GA

#### Senior Director, Customer Success & Sales Strategy, Healthcare Business Value Services

- Created foundational value framework centered on customer strategy and pain points; **\$32M** new product wins, **\$250M+** ARR pipeline, adopted by **500+** Strategic Client Directors.
- Delivered **108+** enterprise engagements contributing **\$191M+** booked business; generated **\$39M+** ARR in FY2025.
- **Doubled close rates** and grew deal size **30%** via structured investment prioritization framework.
- Scaled BVS organization from **7 to 19**; established workforce strategy, governance, and performance standards.
- Aligned **2,000+** field sales to enterprise growth priorities across Sales, Product, Finance, Industry.
- Authored 9 thought leadership papers on **healthcare transformation** and digital engagement.
- Established enterprise planning cadence and **portfolio governance frameworks** aligning strategic priorities with investment allocation, capacity planning, and measurable customer outcomes.
- Served as **strategic advisor to CxO leaders**, aligning multi-year transformation roadmaps, investment cases, and **value realization plans** to long-term business objectives.

### McKinsey & Company

2015–2017 · Atlanta, GA

#### Senior Associate, Strategy Consulting (TS/SCI Security Clearance)

- Managed Finance Merger Day 1 Readiness for a **\$26B** tech company (**125k** employees, **~6,000** finance employees, **30+** countries); change management included 72 direct clients and executive stakeholder engagements.
- Delivered **30%** quarterly profit increase YoY; built predictive inventory model, redesigned merchandising, created frontline talent acquisition plan.
- Developed global **B2B/B2C growth strategy frameworks** for McKinsey Marketing & Sales practice.

### Ninkatek / American Craft Brands

2012–2018 · Boston, MA

#### Strategic Advisor, Technology & People

- Defined national **platform strategy connecting** suppliers, distributors, retailers, and regulators across all 50 states within compliance requirements.
- Architected technology and IP roadmap positioning blockchain-enabled infrastructure as foundation for scalable industry modernization.
- Scaled GTM and field operating model to 13 HQ staff and **~50** distributed sales professionals.
- Developed multi-year expansion strategy and cross-functional execution plans to drive ecosystem adoption and regulatory alignment.



## Northrop Grumman Electronic Systems

2010–2014 · Azusa, CA

### Senior Systems Engineer, Space-Based Infrared Systems (TS/SCI Security Clearance)

- Saved **\$2B** satellite from total loss by identifying root cause and mobilizing 34 clients, suppliers, and technical experts.
- Managed 12-person team through integration and validation of four satellites from delivery through post-launch orbit transition; developed 8 cost/manpower proposals worth \$16M+