

Austin Higgins

Finance, Jindal School of Management
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Professional Overview

- Technology and business strategy consultant serving Fortune 100, middle market and growth companies
- Managed the design of products that deliver over \$955 million per year in benefit
- Published author and speaker on investments, consulting and executive strategy

Educational History

- **Master of Business Administration**, May 2012, University of Texas at Dallas, Richardson, Texas, Finance
- **Bachelor of Arts**, May 2009, University of North Texas, Denton, Texas, English and Comparative Linguistics
- **Certificate**, April 2007, Defense Language Institute, Monterey, California, Hindi Language and Literature

Academic Experience

- **Lecturer**, University of Texas at Dallas, Jindal School of Management, 2017 to Present
 - Designed curriculum and taught new seminar on management consulting (FIN 4390)
- **Grading Assistant**, Department of Linguistics, University of North Texas, 2008
 - Worked under Linguistics Professor John “Haj” Ross for Intro to Linguistics (LING 3070) grading papers and assignments on morphology and syntax
- **Class Lead**, Emerging Language Task Force, Defense Language Institute, 2006

Research Interests

- Dynamic models for decision making in technology investments
- Rapid prototyping and requirements gathering for technology products
- Increasing the accuracy of business value projections in Agile development environments
- Robotics and automation

Professional Highlights

- Managed the design and/or execution of technology products that deliver a combined **\$955m revenue per year**
- Managed the most successful technology implementation project in Southwest Airline’s history – **over 40,000% ROI**
- Managed the design and execution of a financial transaction project that resulted in **\$8m per year** in direct benefit in <6 months
- Managed the design of a mobile financial enhancement valued at **\$7.32m per year in direct benefit**
- Created Agile strategy with structured rules - Product Owners and Product Analysts performance increased by **86% with \$27.6m in annual savings**

- Architected, documented and lead development of e-sales one-page checkout that resulted in \$1.9b in sales with a 5% lift in conversion rates and **\$95m increase in revenue < 10 mos**
- Documented, defended and secured **\$49.7m in funding** for 12 products slated for AT&T's Digital Experience 2014 and 2015 product portfolio in 4mos
- Crafted go to market strategy and launched B2B e-commerce platform resulting in an **increase in total conversion by 20%**
- Secured technology **consulting contract valued at \$3m** during Agile transformation
- **6.2 million readers** for nationally syndicated (Google Finance, Yahoo! Finance, 12 other news publications) investment column on valuation and executive strategy
- Participated in product innovation for F100 client to create a new **\$1b technology product channel**
- Created Agile transformation service offering at leading consulting firm focused around Practical Business Value of technology development projects
- Authored and submitted patent targeted at providing transmission security for Internet of Things devices connected to the Internet in less than 3 months

Professional Experience

- **Technology Consultant**, Ervay Lamar, Dallas, Texas, 2010 to Present
- **VP Finance**, Chelsea Energy, Dallas, Texas, 2017 to Present
- **Technology Demand and Planning Manager (Consultant)**, Southwest Airlines, Dallas, Texas, 2015 to Present
- **Strategy & Operations Consultant**, Slalom, Dallas, Texas, 2013 to 2015
- **Investment Analyst**, Motley Fool, Dallas, Texas, 2013
- **Manager, Financial Business Process Improvement**, McKesson, Carrollton, Texas, 2011 to 2012
- **Transaction Operations**, Bank of America, Dallas, Texas, 2009 to 2010
- **Airborne Cryptologic Linguist**, United States Air Force, Monterey, California, 2005 to 2007

Professional Certifications and Training

- Scrum Fundamentals, ScrumStudy, 2014
- Six Sigma Black Belt Training, Private Enterprise, 2012
- Hindi Linguist, Department of Defense, 2007

Works in Progress

- Clay, Benjamin, Austin Higgins and Charlie Lass. (TBD). *Practical Agile*. Waltham, MA: Focal Press.

Books

- Higgins, Austin. (2017). *Practical Minimalism*. Dallas, TX: Avant Venture Group.
- Higgins, Austin. (2013). *Proactive Job Search*. Dallas, TX: Avant Venture Group.
- Higgins, Austin. (2013). *The Q-TAC Alignment*. Dallas, TX: Avant Venture Group.
- Higgins, Austin. (2013). *Building the Salesforce Infrastructure*. Dallas, TX: Avant Venture Group.
- Higgins, Austin. (2007). *An Elementary Introduction to the Alphabet and Grammar of the Hindi Language*. Dallas, TX: Avant Venture Group.

Online Courses

- **Interpreting Financial Statements**

- A concise course to train professionals and students in a ratio-based approach to reading and evaluating financial statements. The goal of the program is to teach basic concepts and the ability to quickly apply ratio-analysis to determine the economic health of an organization. Over 1400 students enrolled ([udemy.com/financial statements](https://www.udemy.com/financial-statements/)).

Articles

- Over 120 articles on investment valuation read by 6.2 million readers and syndicated to dozens of media outlets including: Yahoo! Finance, Google Finance, San Francisco Gate, Insider Monkey, San Antonio Express, NewsTimes, Seattle PI, Stamford Advocate, Houston Chronicle, Connecticut Post, Motley Fool, WTOP Washington DC News, Florida Today.

Other Publications

- Product Requirement Templates
 - Handreqs (handreqs.com) are templates for hand-written requirements for technology development projects: New Product Overview, New Product Vision, New Product Scope, New Product Tiers, Business Value Checklist and New Product Flow.

Talks and Presentations

- "Non-traditional Paths to Management Consulting", *Cohort MBA Program, University of Texas at Dallas*, April 2017
- "Practical Business Value of Agile Development Projects", *AgileCamp Dallas*, October 2015
- "Business Value Forecasting in Software Development", *The i4Group*, May 2015
- "Practical Business Value of Agile Development Projects", *Slalom Dallas*, March 2015
- "Financial and Business Modeling for Strategy and Operations Consultants", *Slalom Dallas*, September 2014
- "Rapid Skill Acquisition in STEM Fields", *Texas Academy of Math and Science*, September 2013
- "Crafting a Professional Online Presence", *Career Management Center, University of Texas at Dallas*, February 2013
- "Internal vs External Consulting Methodologies", *Consulting Club, University of Texas at Dallas*, November 2012
- "Corporate Etiquette", *Career Management Center, University of Texas at Dallas*, October 2012

Patents

- Clay, Benjamin, Higgins, Austin et al. 2016. *A method for securing data, devices, transactions, and networks*. United States 62/294,424 filed February 15, 2016. Patent Pending.
- Higgins, Austin. 2013. *Specialty firearms site*. United States 61/832,383 filed June 8, 2013. Patent Pending.

Professional and University Citizenship

- **Consulting Advisor**, Professional Program in Finance, Jindal School of Management, University of Texas at Dallas 2017 to Present
- **Mentor**, Blackstone Launchpad, University of Texas at Dallas 2017 to Present
- **Mentor**, Davidson Management Honors Program, University of Texas at Dallas 2014- Present
- **Founding Chairperson**, U40 Alumni Association, Jindal School of Management, University of Texas at Dallas 2012 to Present
- **Member**, Alumni Relations Director Search Committee, University of Texas at Dallas 2016
- **Case Competition Judge**, Cox Consulting Academy, Southern Methodist University 2014
- **Executive in Residence**, Innovation Greenhouse, University of North Texas 2013