

ANDREW W. GREGSON, MBA

President & Chief Executive Officer

+1(626) 695-0460 awgregson@yahoo.com [linkedin.com/in/awg](https://www.linkedin.com/in/awg) Orange County, CA

SUMMARY

Chief executive with over 20 years of global leadership experience brought in when organizations require stabilization, decisive leadership, and disciplined growth. Proven record of restoring financial control, restructuring operations, and building durable revenue systems while maintaining trust across boards, staff, government, and external stakeholders.

Recognized for entering complex environments with clarity and calm, taking ownership of difficult decisions, and moving organizations from uncertainty to controlled forward momentum. Leads with accountability, sound judgment, and a focus on long-term institutional strength rather than short-term optics.

KEY ACHIEVEMENTS

Cost Reduction Leader

Implemented initiatives resulting in 60% cost reduction and restored financial controls.

Investment Support Specialist

Supported investment initiatives totaling over \$45 million in regional projects.

Client Portfolio Manager

Managed operations for 8,000 clients with assets exceeding \$5 billion.

International Sales Expansion

Expanded global visibility through export agreements boosting sales by 30%.

EXPERIENCE

President & Chief Executive Officer

2021 - Present

North Orange County Chamber of Commerce

- Stabilized regional organization serving multiple municipalities and business sectors.
- Reduced operating costs by 60%+ while restoring governance discipline and financial controls.
- Designed diversified revenue platforms producing sustained growth with reduced operational risk.
- Represented organization before boards, elected officials, developers, and regional stakeholders.
- Supported \$45M+ in approved investment and redevelopment initiatives.

Chief Operating Officer

2010 - 2020

Hart, Meiras & Morris, Inc. Law Firm

- Oversaw multi-office operations for regulated professional services organization.
- Managed operations supporting an 8,000-client portfolio exceeding \$5B in assets.
- Rebuilt operational systems, improved cost efficiency, and strengthened execution discipline.
- Sustained growth while enhancing compliance and operational oversight.

Managing Director / Principal

2002 - 2010

Proteus Sports Cars Ltd

- Held full P&L responsibility across manufacturing, sales, and international partnerships.
- Increased profitability by 80% by leading strategic repositioning and operational restructuring.
- Expanded global visibility through export and licensing agreements.

Regional Manager

Location

Moss Bros Group, PLC.

1997 - 2002

- Improved regional sales by restructuring inventory allocation based on demographic demand and localized purchasing behavior.
- Enhanced store-level profitability through targeted product placement and seasonal alignment.
- Developed managers' external engagement strategies, strengthening community partnerships and expanding wedding and formal hire revenue.

Portal Möbel und Mehr

Location

Senior Sales Representative

1994 - 1997

- Ranked top sales producer in (1996-1997).
- Exceeded performance targets through disciplined client development and demand-aligned product positioning.
- Built repeat revenue through relationship-driven engagement.

EXPERIENCE

British Army - 1st Battalion Scots Guards

Non-Commissioned Officer (Corporal)

Location
1987 - 1994

- Three operational deployments including Gulf War and Northern Ireland.
- Led personnel as a non-commissioned officer in active operational environments.
- Supported military intelligence functions contributing to strategic planning and operational execution.

EDUCATION

MBA, International Business & Finance

University of Liverpool

Liverpool, United Kingdom
10/1999 - 12/2002

SKILLS

Stabilization & Financial Control, Growth Architecture & Scalable Revenue Models, Operational Discipline & Governance, Board, Government & Stakeholder Alignment, Organizational Rebuild & Leadership Culture, Regulated & Multi-Sector Operating Environments, International Business & P&L Leadership, Operational Restructuring, Board Leadership, P&L Management, Cost Reduction, Financial Control.

COURSES

Artificial Intelligence Applications for Business Strategy

Executive Media & Digital Communications Strategy

Corporate Governance & Board Leadership

Advanced Financial Systems & Forecasting

PROFESSIONAL INTERESTS

Advancing business growth across industries and strengthening economic ecosystems through practical leadership and strategic collaboration.

Executive storytelling through documentary production and long-form interviews, using media as a platform for dialogue, insight, and institutional credibility.

LANGUAGES

English (Native proficiency)

German (Professional proficiency)