



## **Jay Cousins**

**Jay Cousins is founder and President of The Cousins Group. A recognized leader with Fortune 100 Companies, he is a commanding figure and skilled communicator, who has earned the respect of his peers to direct, motivate and unite all levels of an organization.**

With over 25 years experience, Jay is sought after for his knowledge in running the most complex systems development and integration initiatives. He has built a highly focused, consultative approach, saving multinational and government organizations hundreds of millions of dollars by dramatically increasing productivity and development capacity.

Responsible for the successful acquisition and integration of several national banks including

Comerica and National City Corp, he has cultivated a successful methodology for the Merger & Acquisition Integration Program Office (IPO). This methodology has become a vital element for systems development and merger integration initiatives across commercial banks, insurance companies and private businesses.

Directing organizations to reevaluate their old business model, he encourages companies to implement critical business processes and develop strategic and operational plans necessary to achieve plans for growth.

An award-winning public speaker, Jay also delivers keynote and business speeches on topics including Corporate Strategy, Motivating Organizations, Creating Value for Customers and Mergers & Acquisitions.

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