

## **GREGORY H. PETOLICK**

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### **Summary**

Diverse professional services development and leadership experience focused on client service with an emphasis on team building and continuous improvement that result in increased productivity and teamwork in Corporate Tax Functions. Recognized for high energy around new challenges while creating motivation to meet them.

- ERP Tax Sensitization
- Tax Technology Innovator
- Performance Improvement
- Tax Team Leadership

### **Experience**

**Ernst & Young LLP**, October 2011 to Present – **Managing Director**, Dallas, Texas  
Managing Director in EY's Tax Technology & Transformation practice, leading the US-West Region's Agile Tax Practice, focusing on tax performance, data, technology, and process solutions for Corporate Tax Functions as they embark on their tax transformation journey. By embedding agility and sustainability into the tax function I facilitate the standardization of the data framework across the tax life cycle processes – planning, accounting, controversy, and compliance.

- Over 35 years in the tax technology and transformation space assisting Fortune 100 companies in the identification, and maximization of tax value in ERP transformation programs
- Company results include improving access to data in their financial source systems, increased utilization and performance of their tax technology, designed processes to fit their new technology footprint, and developed organization structures to drive tax value for the business partners, while they continued to provide quality deliverables to outside agencies
- I have deep project management skills for Data, ERP and tax technology projects in direct tax, indirect tax, and digital tax administration reporting

**Deloitte Tax LLP**, November 2008 to October 2011 – **Firm Director**, Dallas, Texas  
Director in Deloitte's Tax Management Consulting practice, responsible for delivery of tax performance, data, technology, and process solutions for Corporate Tax Functions.

- Project Director responsible for tax sensitization efforts as part of Deloitte's largest Oracle consulting project at a complex, multinational engineering firm.
- Lead tax value case teams that identify locked tax value due to inadequate source data. One of these business cases identified recurring tax benefits of over \$15M for the client. The tax portion of the business case was approximately 25% of the entire project's identified savings.
- Authored the US Chapter of *Tax Risk Management – From Risk to Opportunity*. This book was published in 2010 by IBFD in The Netherlands.

**Avalon Consulting LLC**, McKinney, Texas October 2007 to November 2008

**Enterprise Search Operations Manager**

Member of Avalon's Leadership Team responsible for the growth of the National Enterprise Search Practice. This responsibility included the management of project teams and resources.

**Corptax, LLC**, Dallas, Texas July 2006 to October 2007

**Senior Director**

Member of the CORPTAX Professional Services Leadership Team, responsible for the growth of the business unit and a revenue budget of \$10.5 million for fiscal year '07. This responsibility included the management of project teams, resources, and the development of new service offerings with emerging technologies.

**Deloitte Tax LLP**, Dallas, Texas January 2000 to July 2006

**Firm Director/Senior Manager**

Member of National Tax Technology Services Leadership team helping corporate tax functions add value to their companies by improving performance and technology usage.

**Ernst & Young LLP** 1996 to 1999

**Senior Manager**, Dallas, Texas

Led in Global Employee Solutions and Business Tax Services sales opportunities resulting in new revenue opportunities for the firm.

**Mobil Oil Corporation** 1984 to 1995

**Indirect Tax Department Operations Manager**

**EDUCATION**

MBA, International Management, University of Dallas, Irving, Texas, 1995

BS, Management, DePaul University, Chicago, Illinois, 1984