



LORETTA TAM

STRATEGIC INNOVATIONS
MANAGER



EDUCATION

MS Environmental Science & Management
Bren School of Environmental Science
University of California, Santa Barbara
2008 - 2010

BS Ecology and Evolutionary Biology
University of California, Los Angeles
2002 - 2005



LANGUAGES

English (Fluent)
Cantonese (Proficient)
Mandarin (Conversational)

CONTACT

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ABOUT ME

Effective sustainability professional with over a decade of experience in strategy, innovation, and project management. A project manager who excels at execution and communicating in the languages of both the scientific and business worlds with a proven record of building consensus amongst diverse and complex stakeholders.

Pursuing the opportunity to have a positive impact while furthering the goals of an organization, in a collaborative work environment that values leadership, continuous learning, and sharing knowledge.

WORK EXPERIENCE

BUSINESS DEVELOPMENT AND STRATEGY | UL, LLC.

PRESENT

- o Identify and cultivate new opportunities, drive business insights (internal and external), and develop key deliverables.
- o Manage all **STRATEGIC INNOVATIONS** projects with streamlined workflows within the division and across the UL enterprise.
- o Launched the UL Toy Safety Certification Mark and SmartInsights Global Market Platform online software tool in 2017
- o Answer key questions, engage internal and external stakeholders, conduct essential analyses and align on a shared vision to inform

JAN 2016

STRATEGY DEVELOPMENT AND BUSINESS PLANNING.

DEC 2015

- o Led North America account executive team that managed \$21M.
- o Collaborate and motivate high performance to advance key initiatives and grow revenue.
- o Cultivate partnerships and builds lasting relationships with key strategic accounts with a specific focus on **RESPONSIBLE SOURCING.**

AUG 2014

JUL 2014

- o Built consensus between UL, NGOs & government agencies to create and launch the first life-cycle based **PRODUCT SUSTAINABILITY** communications tools accepted by the US Green Building Council.
- o Developed, coordinated and delivered **ADVISORY SERVICES** to assess and analyze supply chain risk and evaluate supplier performance against sustainability metrics.

AUG 2010

CONSULTANT | PATAGONIA & COLUMBUS NOVA

APR 2010

- o As part of a graduate consulting team, developed a simple, replicable water footprinting methodology for Patagonia products that incorporated spatial data to evaluate the **ENVIRONMENTAL IMPACTS** of water use.
- o Worked with an international team to conduct research on **TRADE AND ENERGY POLICY** to inform a multi-strategy energy investment fund.

JAN 2009

SENIOR SCIENTIST | SWAPE, LLC

AUG 2008

- o Led cross-functional project team of data analysts, scientists, and engineers; managed client relationships for high-profile environmental cases with settlement goals of \$1M+
- o Initiated business development efforts by identifying and researching projects and conducting industry and market analysis
- o Developed **RISK ASSESSMENT** reports, publications, and presentations instrumental in environmental class action lawsuits.
- o Constructed risk analysis models and conducted sensitivity and statistical analysis

AUG 2005