

Greg Brown, MBA Key Account Manager



Industry Expertise Includes:

- Healthcare
- Food & Beverage Manufacturing
- Retail Automotive Dealerships
- Life Science/Biotech
- Payroll & Human Capital Management

Greg Brown is a skilled key account manager who has delivered additional cash flow for more than 60 clients over the past 11 years.

DELIVERING VALUE TO CLIENTS

Greg joined ERA in 2008 after a successful 30-year career in banking and mortgage lending in Southern California. During his tenure with ERA, Greg has developed and managed engagements for many clients throughout the Southwest, completing over 200 projects. The cashflow uncovered by ERA has helped Greg's clients retain key staff, expand into new markets, and diversify product or service offerings.

Before joining ERA, Greg served as a Vice President and Senior Sales Manager. He led high-performing regional teams at both Washington Mutual and Wachovia, with a focus on forging mutually beneficial personal relationships with clients. During his tenure at Washington Mutual, he rebuilt the outside sales network in North San Diego County. As a result, he moved his office from #10 to #3 in his region. He also successfully opened the San Diego market for PNC Mortgage, a subsidiary of PNC Bank in Pittsburg, PA as they expanded to California.

Greg's vast industry knowledge as part of ERA's Payroll and Human Capital Management practice group has allowed him to share insights and deliver savings in this often overlooked expense area. He has been a strong leader with ERA, consistently ranking in the top 10% of US consultants. His specific expertise and focus in several key industry verticals have allowed him to develop meaningful savings for healthcare, retail automotive, food and beverage, manufacturing, and biotech/life science firms.

SUCCESS HIGHLIGHTS:

- \$482,000 in savings implemented for Frank Motors in National City, CA
- \$435,000 in office supply savings for Golden Valley Health Centers in Merced, CA
- \$360,000 in savings implemented for Vista Community Clinic in Vista, CA
- \$249,500 in payroll processing savings for California Baptist University in Riverside, CA

For more information,
contact Greg today.

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