



Biography – E. James Simon, CEO of Simon & Associates, LLC

Jim Simon’s career is marked by a record of leading successful service organizations to continue on high growth trajectories and in turning around underperforming businesses. His expertise in general management, turnarounds, organizational cultures and communication has led to his recruitment by preeminent service organizations. He has been a frequent speaker on organizational leadership often citing the need for greater diversity, cultural awareness, open internal communication and the necessity for high “Emotional IQ” leadership. He is an advisor to numerous private equity and investment banking firms seeking to invest in businesses and industries.

As Senior Vice President of Global Consulting & Marketing for Prudential Relocation Services, Jim crafted the plan for transforming the company’s U.S.-centric organization and culture into a globally oriented enterprise better equipped to win contracts with leading multinationals — and, equally important, to provide the level of service vital to retaining those discriminating clients.

Jim served as President and CEO of GMAC Global Relocation Services, a subsidiary of General Motors Acceptance Corporation. Recruited for that role following five unintegrated acquisitions and 40% sales decline during the previous six months, he led the company through a successful turnaround. This was accomplished while pursuing an aggressive single branding strategy and the disciplined integration of the previous acquisitions. A cornerstone of the turnaround program Jim formulated was a highly focused global expansion strategy.

Jim was Executive Vice President at PHH Relocation (a division of PHH Group, a Fortune 50 service organization), where he spent over fifteen years and which recruited him back to the company in a senior executive role. Upon the company’s acquisition by Cendant Mobility, he was appointed Executive Vice President of Marketing and Sales. His tenure at Cendant was highlighted by a 238% growth in the number of accounts vs. the previous year, which drove \$18 million in incremental annual net fees in less than one year. He led the Marketing and Sales groups to acquire 184 new corporate accounts, which generated \$33 million in annual revenues.

Leading up to 1990, Jim was the Managing Director of Douglas Elliman, New York’s largest residential real estate brokerage, where he reversed the unsatisfactory performance of a critically troubled organization to deliver results that quickly facilitated the company’s profitable sale. Jim began his career with the Chase Manhattan Bank in New York.

Jim holds an M.A. in Corporate & Political Communications from Fairfield University and a B.A. in Journalism from the University of South Carolina. He is a resident of Westport, Connecticut.