

Expertise

Mary Adams

Prior to founding our firm in 1999, Mary had a 15-year career as a lender of risk capital to companies facing challenges such as growth, acquisitions and technological change. To be successful, she had to accurately evaluate the strategy, management, financial strength, and systems of companies in diverse industries. These industries included technology, services, retail and manufacturing of all types. This experience has proved invaluable to Trek Consulting's clients as we face new challenges together.

Mary studied at Rice University in Houston, TX (BA-Political Science) and American Graduate School in Glendale, AZ (Master of International Management). Her first job out of school was writing case studies for a graduate management program in the Dominican Republic funded by the U.S. government. From there, she joined Citibank in Latin America and California. From 1990-97, she built a successful Boston-area business for a national finance company, Sanwa Business Credit. At Sanwa, she closed over \$400 million in profitable business. In 1998, Mary became an internal consultant at Sanwa to help develop a company-wide strategic plan and redesign a key business group. In 1999, she founded the predecessor firm to Trek, Adams Strategy, to provide strategic planning services to entrepreneurial companies as an external consultant. Her leadership and financial skills have also contributed to the success of several non-profit organizations. These include the Commercial Finance Association, the Neighborhood Co-operative Nursery School, the Popponesset Bay Yacht Club and the Ron Burton Foundation.

Mary offers our clients analytical, organizational and strategic expertise honed over many years. She speaks Spanish and French. She is a good listener, a clear thinker, and an effective communicator.

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