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Plant the seeds of growth! Deloitte LLP's M&A gardener will cultivate the soil to ensure your organization finds the synergies it needs

Jessica is a principal in Deloitte Consulting LLP, Mergers and Acquisitions (M&A) practice and leads the Customer, Markets, and Products M&A service offering. She is also the Chief Marketing Officer for the U.S. Strategy & Operations practice. Jessica brings over twelve years of professional services experience to her clients, specializing in helping companies grow organically or inorganically by focusing on driving tangible value. She focuses on protecting and leveraging the customer and partner experiences to ensure that planned synergies are realized. Jessica has a Bachelor of Science (Cum Laude) from the University of Minnesota, and an MBA (Magna Cum Laude) from the University of Texas at Austin.

Moderator, Panelist, Workshop, Host/MC, Corporate Training

Capital Markets, Advertising/Marketing, Management Consulting, IT Services/Consulting, Market Research, Information Technology and Services, Telecommunications, Investment Management

Mergers and Acquisitions, Sales Marketing and Customer Integration and Divestiture

Overcoming the Challenges: Integration Issues & Merger of Equal Issues

Integration problems are probably the #1 cause of a deal not working out - yet it's often the least understood part of the diligence, negotiation and post-closing process. This challenge can intensify if a deal is billed as a ?merger of equals.? In this workshop, you will learn how to overcome the post-closing challenges of integration as well as factors you should consider when negotiating a deal to ease the transition afterwards.

University of Minnesota - Carlson School of Management

Bachelor of Science (Cum Laude) Finance

University of Texas at Austin

MBA (Magna Cum Laude)

Judge - 2012 Deloitte National Case Competition

The 2012 Deloitte National MBA Case Competition involves 16 school teams facing off in a bracket-style tournament. Teams were pitted against each other to test their critical thinking, business knowledge, and strategic problem-solving potential through case simulation.

Board of Directors - Raphael House

For nearly forty years, Raphael House has been a leader in family services in San Francisco. Through a "homeowners" approach to social service, we work with parents and families to lay the foundations for a lifetime of healthy development, achievement and stability. Long after a family departs to stable housing, our staff, volunteers and Board of Directors remain committed to the lifetime success of each of our families through a spectrum of AfterCare services.

Principal - M&A Consultative Services, Deloitte Consulting LLP

Deloitte LLP have professionals with a single focus: serving our clients and helping them solve their toughest problems. We work in four key business areas—audit, financial advisory, tax and consulting—but our real strength comes from combining the talents of those groups to address clients' needs. As the world's largest management consulting firm, we help organizations build value by uncovering insights that create new futures and doing the hard work to improve performance.

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