



Pat Tiffin

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Pat Tiffin runs operations for Foxhole Consulting. Her role includes strategic planning, policy development, and process management. Ms. Tiffin is a seasoned project manager, with expertise in executing large implementations with multiple stakeholders and users. She is a strong interviewer who uses active listening to understand clients' priorities. Her communication skills translate those priorities into a path forward defined by actionable insights.

Before joining Foxhole Consulting, Ms. Tiffin served as an independent consultant to multiple clients in the tech industry. She worked directly with company CEOs to develop B2B messaging strategies. Emerging technologies are a specialty. Pat is an expert at transitioning complex technical content to business-accessible value statements.

Ms. Tiffin began her consulting career with a small firm that worked predominantly in academia. She was the project manager of a large web redesign project for Carnegie Mellon College of Engineering, working directly with the dean. The scope of work included stakeholders from 8 divisions and 15 research areas, as well as responding to 7 unique user groups. After the launch, the School of Engineering and Mechanics at the University of Pennsylvania requested her services. Tiffin led her team to map a new information structure that simplified the system and aligned with user requirements. She built a searchable researcher database to help promote the University's objective of increasing public/private partnerships.

Pat worked at RTI International as the Senior Director of Proposal Operations for the Research Computing Division (RCD). She managed proposal assignments, trained the staff, and created a boilerplate library. Tiffin identified bid opportunities and built a proposal tracking system to track wins and staff forecasting. She represented RCD at the company's bid board and approved all proposal budgets.

Ms. Tiffin studied Theatre at SUNY Oswego. She worked as an actor in New York City and Los Angeles before joining the business world. She is an author – her first novel, *Watching Vanessa*, was published in hardback and paperback in the US and UK. She has since published two other novels.