



# 4xi

Global Consulting & Solutions  
*Inspiring the future of work, together*



## Executive Biography



### Ed Snowden Strategic Partnerships & Business Development

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Ed brings 40+ years of sales and leadership experience with two leading FORTUNE 500 companies delivering food and facilities management services. He has worked extensively across the healthcare, senior living and higher education market sectors.

His reputation is of a straight-shooting servant leader, capable of effective communication at all levels of an organization. Ed quickly forms professional relationships, build alliances, analyzes situations to identify obstacles, and collaborates with teams to formulate forward momentum. He is known for the highest levels of integrity, approachability, listening skills, and his humility for serving others.

As a sales vice president and corporate officer at ServiceMaster, Ed played an important role in the strategic integration efforts as the business merged with Aramark. The integration initiative resulted in the development of a corporate powerhouse that delivered service excellence to businesses and institutions around the globe.

Ed was also an early pioneer in the formulation of Aramark’s original client retention team, and its evolution into a professional Strategic Account Management (SAM) function. As part of his role, he provided strategic oversight for a coast-to-coast portfolio of in excess of \$350M annually.

Ed is a certified trainer of Strategic Selling and Large Account Management programs. He also completed the Certified Aging Services Professional (CASP) program through the University of North Texas in affiliation with the American Homes and Services for the Aging (AAHSA).

Ed is a strategic partnerships and growth professional with decades of experience designing, shaping and executing these strategies to help organizations win better, and retain better business.

Ed is married with two grown daughters and makes his home in the Philadelphia suburbs. In his spare time, he loves golf and walking. He is an avid reader, writer, and lover of travel.

#### Client Engagements:

Ed is available to offer support on a consulting basis for individual projects and as an ongoing expertise-on-demand resource. If you are seeking to transform your approach to Strategic Partners or looking to establish your Growth Strategy, then Ed can help.

Ed also has a career of experience in the Healthcare and Senior Living sectors and can help you navigate, thrive and grow.

Ed and the rest of the team at 4xi are here to help you drive positive change and impact.



Strategic Partnerships



Business Development



Strategy



Coaching



Healthcare



Senior Living

