



CLINTON D. FAIRBANKS, MBA

founder & managing director, soji refm advisory
chicago il, usa



A futurist and strategic cultivator in the business world. Like an experienced gardener, his approach is to dig deep into the issues of Global 500 firms, uprooting elements perceived as weeds, and relocating them to where they're set to thrive and flourish.

Over 18 years in consulting, sales & value creation, organization and operations improvement, consistently pushing the boundaries of what's achievable. Recognized as a trusted advisor to leaders of over 35 of the Global 500 companies and government organizations. He has achieved extraordinary outcomes for client initiatives in the Americas, EMEA, and APAC. His expertise stretches across various sectors, including Financial, Pharmaceutical/Life Sciences, Consumer Products, and Retail. Expertise covers go-to-market strategy development, internal training and solutions development, supplier identification support, transition and implementation and on-going supplier governance and transformation.

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SPECIALTY

- Strategic FM solution development
- Integrated facilities management outsourcing
- Global project management
- Transition & transformation

EDUCATION, LICENSES, AND CERTIFICATIONS

MBA Gore School of Business
BA Japanese, University of Utah

REPRESENTATIVE CLIENTS

Confidential Global Retailer, BMO Harris Bank, Intel, Morgan Stanley, Citi, Volkswagen, Novartis, Allergan, Astra- Zeneca, Colgate-Palmolive, SAJO, Cadillac Fairview, Intel, Roche, Dell, Xerox, Nippon Sheet Glass, BNY Mellon, United Airlines, Hospira

PROFESSIONAL AFFILIATIONS

ConnexFM, IFMA, CoreNet, Polska Rada Facility Management

WEBSITE & LinkedIn

www.sojifm.com

www.linkedin.com/in/clinton-fairbanks-3832122/

PROFESSIONAL AND INDUSTRY EXPERIENCE HIGHLIGHTS

- Chicago, USA: Global Solution Lead: Led a 150+ member global team through the creation and development of a 2,300+ person multinational facilities organization and multi-service line statement of work for 600+ sites in APAC, EMEA, NAOM and SOAM for a global top 10 firm.
- New York, USA: Lead a Global consumer goods manufacturer through multi-region IFM transition. The project included the transition of in-house staff and local suppliers to two integrated FM Suppliers spanning 30 countries & 70 sites.
- Basel, Switzerland: Served as the primary advisor and project manager for a 5 country European FM outsourcing initiative for a pharmaceutical client. Implemented an organizational / operational transformation initiative to take the client from a task based to a collaborative performance-based culture.
- Tokyo, Japan: Standardized and transitioned FM services for a UK based & US based financial firms for Japan, APAC and Middle East, covering 25 countries.
- Tokyo, Japan: Served as Head of Transition and Transformation for comprehensive FM operations in Japan, Korea and Australia for a global financial firm. The project included validation of client baseline budgets, recruitment and transitioning of staff, operational improvements.
- Hong Kong, China: Directed a Fortune 500 Financial Firm through a pan-APAC comprehensive outsourcing initiative, for 7 countries with savings of ~12%+.

PUBLICATIONS AND SPEAKING EXPERIENCE:

- Warsaw, Poland, 2023, Keynote Speaker presenting on "Facilities Management, A Unique Perspective on Poland."
- Dallas, USA: ConnexFM, 2023. Education session presenter on "Effective Change Management When Outsourcing Facility Services."
- Warsaw, Poland: Thought leadership presentations through the Real Estate Management Congress, 2020 & 2017, (Warsaw Poland) Subject: "Outsourcing & Administration: Insights for Real Estate & Facilities Management."
- Global: Authored a comprehensive FM Service Provider Analysis. Created and led a global research team, focusing on leading FM service provider's capabilities & global coverage.
- Tokyo, Japan: Presentation at FOCS, 2011, (Facilities Office Services Consortium Japan) Subject: "Strategic Outsourcing. How to Build Strategic Partnerships with Suppliers in Japan."
- Global: Industry White Paper, KPMG 2015 ~ 2019 Global Real Estate & Facilities Management (REFM) Outsourcing Pulse Surveys.