

Steve Newman is Senior Vice President at TRGiSKY. He is responsible for developing partnerships, cultivating and managing client relationships, and generating new business in a variety of target verticals, including financial services, automotive, insurance, media, and sports & entertainment. Steve is an accomplished management consultant with nearly 20 years of experience designing and delivering innovative research solutions. His commitment to delivering meaningful and actionable insights to improve a client's bottom-line has consistently earned executive management acceptance of his recommendations.

Prior to joining TRGiSKY, Steve was employed at TARP Worldwide where he served as Group Director, leading proposal and capture efforts and managing a series of Fortune 500 client engagements . In response to client needs, Steve developed benchmarking studies, new forecasting models and organizational scorecards that allowed clients to evaluate performance, establish priorities, modify business processes, and set goals for improvement. Previously, he ran TARP's U.S. research operation and coordinated all staff, resources and research activities. Steve also held a number of product development and research roles in his tenure at TARP.

Steve earned his B.S. from Vanderbilt University in Mathematics and Political Science in 1991 and later graduated from the Campaign Management Institute at American University.