

Cristina Ruiz

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Professional Summary

Business and Financial Management Leader with 15+ years of experience directing multimillion-dollar IT budgets, negotiating enterprise contracts, and overseeing financial governance and risk management initiatives. Proven success in developing financial strategies, managing vendor relationships, and aligning IT, finance, and legal priorities. Skilled in forecasting, cost modeling, compliance, and executive reporting. Recognized for delivering measurable cost savings, mitigating financial and contractual risks, and improving operational efficiency. Holds MBA and JD, with expertise bridging financial oversight and enterprise technology operations.

Skills & Abilities

- IT Project & Program Management
- Vendor & Supplier Management
- Contract Review & Negotiation
- Risk Management & Compliance
- Financial Governance & Budgeting
- Cross-Functional Leadership
- Bilingual: Spanish/English

Professional Experience

Burns & McDonnell Inc. - Associate IT Business Management Specialist

July 2020 – September 2025

- Led IT business management projects supporting enterprise engineering software operations, coordinating with technical, financial, and legal stakeholders to ensure project success.
- Negotiated and managed top enterprise software contracts (~\$100M total value), achieving over 20% cost savings and strengthening vendor performance (Microsoft, Oracle, Autodesk, Bentley, and others)
- Directed process improvement initiatives by streamlining software intake orders and clarifying financial accountability, improving operational efficiency across IT.
- Partnered with IT leadership and revenue driven business centers to offer data-driven insights that supported business decisions, reduced costs, and informed project prioritization.
- Collaborated with legal counsel to review and negotiate complex contracts, ensuring compliance, risk mitigation, and alignment with IT strategy.

UMB Bank, N.A. – Vice President / Senior Project Manager

April 2005 – July 2020

- Directed enterprise-wide projects focused on governance, risk, and IT/business integration, ensuring compliance and delivery of strategic initiatives.
- Managed vendor relationships and contracts across the full lifecycle — from negotiation and onboarding through compliance monitoring and performance reviews.
- Partnered with legal teams to review and negotiate contract terms, ensuring regulatory adherence and protecting organizational interests.
- Rescued and realigned stalled initiatives by reestablishing scope, budget, and stakeholder alignment, delivering projects on time and within budget.
- Collaborated with IT and finance leadership on budgets, forecasts, and financial governance to support enterprise project portfolios.
- Communicated risk factors, constraints, and mitigation strategies to executive leadership, enabling informed decision-making.

Vice President – Earlier Roles (Healthcare Services, Securities Transfers, Treasury Management)

- Led client-facing and operational initiatives spanning healthcare services, securities transfer, and treasury management.
- Directed cross-functional teams in project delivery, vendor oversight, and compliance activities.
- Achieved recognition as Top Healthcare Performer for seven consecutive years by driving new account growth and implementing process improvements. (Detailed history available upon request.)

Bank of Belton – Sales & Marketing Manager

Early Career

- Directed sales/marketing operations for a \$60M-asset financial institution, managing a 35-person sales team and delivering strategic growth initiatives.
- Implemented electronic banking and lending programs, improving service delivery and efficiency.
- Early leadership experience in banking operations, project management, and technology integration.

Education & Certifications

- MBA –Rockhurst University, Kansas City, MO
- JD, Civil & EU Law – University of Valencia, Spain
- Graduate Degree in Banking – University of Wisconsin, Madison, WI
- Technology Business Management (TBM) Executive Foundation Certification

Community & Leadership Involvement

- Chairman, Kansas City Sister Cities Association (2016–2021)
- Chair, Seville Sister City Committee (2009–2010)
- Board Member, Jelly Bean Conspiracy (2004-2008)