

FNAME LNAME

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SENIOR MANAGEMENT EXECUTIVE CEO / COO / PRESIDENT

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- Repeatedly produced sustained revenue and growth in dynamic and changing markets -
- Achievements in Business Development, Product Development, Corporate Development, Start-ups & Operations -
- Extensive business background in global multi-cultural environments -

Senior executive with verifiable year after year success achieving revenue, profit and business growth objectives within start-ups, turnarounds, and rapid-change environments. Extensive experience with highly engineered systems which require deep understanding of critical business drivers in multiple markets and industries; highly successful in building relationships with upper-level decision makers, seizing control of critical problem areas and delivering on customer commitments. Consistently successful in identifying and capitalizing on market opportunities to drive revenue growth, expand market penetration and win dominant market share. A skilled Change Agent, maintains a participative leadership style that promotes the alignment of “change” partners with leaders.

EXECUTIVE STRENGTHS

- ♦ Operations Management
- ♦ Change Management
- ♦ Staff Development
- ♦ Joint Ventures
- ♦ Lean Operating Principles
- ♦ Acquisitions & Integrations
- ♦ Strategic Partnerships
- ♦ Process Improvements
- ♦ Venture Capital
- ♦ Marketing Strategy
- ♦ Strategic Planning
- ♦ P & L Responsibility to \$25M
- ♦ Budgeting
- ♦ Turnarounds
- ♦ Start-ups, Small Companies

SELECTED CAREER HIGHLIGHTS

- ✓ **Drafted marketing plans that grew revenue from \$0 to \$750,000 over the first 12 months of operation at Advanced.**
- ✓ **Contributed to revenue increases of 35% for client companies by assisting with identification of commercialization opportunities based on existing products and services.**
- ✓ **Designed marketing strategy for Training and Implementation Systems; grew revenue by over 40%.**
- ✓ **Grew productivity by an average of 32% in client companies; reduced employee turnover by 26%.**
- ✓ **Produced strong and sustainable financial growth averaging 25% annually for six consecutive years through implementation of strategic marketing and sales plans at EPC International.**

PROFESSIONAL EXPERIENCE

Advanced, Inc.

2004 – Present

CHIEF OPERATING OFFICER

Global provider of wastewater treatment technology.

- ♦ Designed new marketing plans that drove revenue from \$0 to \$750,000 over the first 12 months of operation.
- ♦ Reduced inventory spend 15% by implementing Lean principles and best practices.
- ♦ Increased product testing relevance while reducing testing time over 30%.
- ♦ Implemented best quality practices resulting in a 10% reduction in waste and rework.
- ♦ Authored and presented training curriculum for licensed service providers.

Systems Associates

2001 – 2004

PRINCIPAL

Consultant to Aerospace companies serving NASA.

- ♦ Increased company revenue by over 18% in the first year.
- ♦ Counseled target companies in the identification of commercialization opportunities based on their intellectual capital, products and services, creating revenue enhancements of up to 35%.
- ♦ Drafted winning proposals for NASA prime contractors.

Training and Implementation Systems, Inc.

2000 – 2001

DIRECTOR, CONSULTING SERVICES DIVISION

Provider of Training Programs and Consulting Services.

- ◆ Led division to record-setting sales per quarter by closing contracts of over \$1 million.
- ◆ Recruited to reinvigorate a staff of disparate consultants; built a unified, winning team in less than three months.
- ◆ Redefined company marketing strategy; grew revenue over 40%.
- ◆ Managed divisions operating budget of \$1 million

XYZ Concepts, Inc.

1999 – 2000

PRESIDENT AND CHIEF EXECUTIVE OFFICER

NASA commercialization project for the International Space Station.

- ◆ Assembled an international team of 10 companies to build the Habitation Module for the International Space Station.
- ◆ Chaired high level meetings with NASA officials and members of Congress to define project scope.
- ◆ Created strategic plan, drafted business plan and successful final proposal to NASA.

Leadership International

1991 – 1999

CHIEF EXECUTIVE OFFICER

Leadership training and change management consulting services.

- ◆ Led consultants in the delivery of change management training and leadership training programs to Fortune 500 companies.
- ◆ Produced strong and sustainable financial growth averaging 25% annually for six consecutive years through implementation of strategic marketing and sales plans.
- ◆ Grew productivity by an average of 32% in client companies; reduced turnover by 26%.

In the United Kingdom

Prior to 1991

- ◆ Director, Center for Management Education, Leicester, England. Full P&L responsibility up to £500,000.
- ◆ Fellow in Biotechnology Education, University of Leicester, Leicester, England.
- ◆ Head of Science Department and Biology Teacher, King Richard III School, Leicester, England.

EDUCATION

*Master of Business Administration, Phoenix University**Master of Science, Human Biology, Loughborough University of Technology, England**Bachelor of Education (Hons.), University of Nottingham, England**National Honor Society, Alpha Beta Kappa, Selected 2004*

PROFESSIONAL AFFILIATIONS

*Member, Gulf Coast Chapter, American Society for Quality.**Past Member, International Business Development Council, Bay Area Houston Economic Partnership.**Past Chairman, Trade Missions Sub Committee, Bay Area Houston Economic Partnership.**Past Member, CEO Roundtable Steering Committee, The Greater Houston Partnership.**Founder and former Director, International Stress Management Association, Houston Chapter.**Former Board Member and Secretary, United Kingdom Branch, International Stress Management Association.**Former Faculty Member, Department of Adult Education, University of Leicester, Leicester, England.*

CIVIC ASSOCIATIONS

*Chairman, Fundraising Committee, International Space School Foundation, Dallas, Texas.**Founder, Proposed Space and Technology Centre, Wales, United Kingdom.*