



CLIENT ADVOCATE NETWORK

Connecting CAPITAL, PEOPLE & KNOWLEDGE

CAN EXECUTIVE TALENT POOL

President - RD - 090207 - CAN

Functional Discipline:	President / COO
Years of Experience:	10 - 5 companies
Description of Duties	(1) Financial and strategic management of manufacturing companies (2) Sales and Marketing strategy development and implementation (3) Operational management of manufacturing organizations
Areas of Responsibilities:	(1) P&L - Finance - Budgeting, Forecasting, Cashflow Management (2) Sales strategy, compensation, marketing for engineered products - Business to Business (3) Operational management for manufacturing
Industry Knowledge:	(1) Aerospace Manufacturing (2) Medical Manufacturing (3) Metal and Plastics Manufacturing Organizations
Personal Attributes:	(1) Strong leadership and sales skills (2) Extremely honest and ethical (3) Balance of Engineering and Sales skills
Core Strengths:	(1) Cross functional experience and leadership of multiple organizations (2) Engineer and President (3) Strong work ethic - Pulled myself up from the floor
Greatest Accomplishments:	(1) Started part time as a high school student and worked my way to President of a \$30M company (2) Transitioned \$25M company from -2% to +8% in 1 year (3) Increased margins and sales at each company led
Biggest Set-backs:	(1) Left several companies after 2 years due to family or politics
Value Proposition:	I can assist leaders to significantly improve the financial and operational performance of manufacturing businesses
Personal Philosophy:	It is better to help customers solve problems using your products than to sell your products
Description of Ideal Opportunities:	Assist leadership in manufacturing companies from \$5M to \$50M to improve financial and operational performance