

- *Track record of assessing faltering operations/projects, defining essential work processes, and enhancing operational/project management to yield higher levels of customer satisfaction, productivity and profits.*
- *Known for applying “systems thinking” and a “process perspective” to devise solutions for crises and long-standing problems and to build international multi-discipline teams that deliver increased productivity, profitability and customer satisfaction.*
- *Experience in strategic business and product planning, M&A assessment and due diligence, marketing and sales, product development, manufacturing, project planning and execution.*
- *International experience in western Africa, several countries of the former Soviet Union, France and England.*
- *Technical background in chemical engineering, manufacturing automation, and software development.*
- *MBA, Bachelor’s Degree in Chemical Engineering with minor in Biology.*
- *Formerly held credentials as a certified as PMP® by the Project Management Institute, a registered Professional Engineer (PE) in Ohio, and a commissioned officer in the U.S. Air Force.*
- *Extensive executive, management, and technical experience in a variety of technology-based organizations.*



### Senior Vice President / CFO / BD & Sales

Privately held, start-up web-based services company providing career and education planning services for students and job changers. CFO for 2.5 years: created financial management system, pre-revenue valuation process, business plan and financial reports that supported increase in paid-in capital from \$3.6M to \$17.6M. Assumed responsibility for Business Development and Sales: hired staff, implemented CRM and created a \$3.6M sales pipeline in six months.

### Vice President and GM / COO / CFO

Privately held, 300-employee technical services company supporting U.S. government agencies and their prime contractors that operate in the Former Soviet Union, Eastern Europe and Africa. Responsible for P&L, business development and operations for 7 years, and corporate financial management for 3 years. Company grew from \$7 million to \$37 million over 10 years, despite severe cash constraints. Defined and implemented business processes to keep pace with growth.

### Vice President, Industry Marketing / APC

Privately held, 425-employee manufacturer of ISO-9000 distributed digital control (DiDC) systems and rigorous dynamic process simulation for the global process and nuclear industries. Managed world-wide marketing of simulation and DiDC solutions to Chemical, Petrochemical, Petroleum Refining, Pharmaceutical, Food and Beverage industries. Focused on defining and implementing a new Virtual Plant™ product strategy for simulation-based Advanced Process Control (APC). Formed and managed P&L for the VirtualPlant™ start-up business unit with an initial staff of 32 to provide marketing, sales, proposals, project management, application engineering, and software development. Transitioned operations to new owner upon acquisition of business unit by its first customer.

### Vice President, Customer Services

Publicly owned, 1200-employee, ISO-9000 manufacturer of measurement products and distributed digital control (DiDC) systems serving the global pharmaceutical and chemical process Industries. Managed P&L for \$100 million per year global systems business with a staff of 250. Directed proposals, commercial and project management, application engineering, production, field services, customer training, and a 24/7 product support call center. Focused on transforming company from “products” to “solutions” business.

### Vice President, Operations

Privately held, 160-employee, distributed digital control (DiDC) system manufacturer with ISO-9001 certification serving the global Electric

Power Industry. Managed P&L for revenues of \$25 million/year. Directed a staff of 70 to provide production, engineering, and contract management functions. Focused on improving contract profitability and optimizing work processes.

### Vice President, Product Engineering

Privately held leader in process simulation software for the Petroleum and Chemical industries with 200 employees world-wide. Managed definition and development of process simulation technology through a staff of 40 scientists and engineers. Focused on creating the predictable product development processes and infrastructure for a successful IPO, and changing the company from a “technology-driven” mode of operation to a “market-driven” mode.

### Manager, Advanced Process Control / MIS

Privately held, 500-employee engineering/construction management firm serving the global Pulp & Paper, Process, and Electric Power industries. Managed P&L for a startup consulting practice in Advanced Process Control (APC). Directed the company’s 25-person Management Information System (MIS) organization.

### Manager, Application Engineering / System Engineering / Field Service

Privately held global supplier of instrumentation and distributed digital control (DiDC) systems serving the Electric Power, Pulp & Paper, Petroleum, Chemical, Pharmaceutical, and Food industries. Managed definition and development of model-reference supervisory process controls. Managed a system engineering organization that generated revenues of \$70 million/year. Managed P&L for a technical services business unit that generated revenues of \$12 million/year.

### Senior Process Engineer

Publicly owned, multi-national petrochemical subsidiary of a domestic petroleum company. Initiated and managed several projects that substantially improved the economic performance of proprietary petrochemical and specialty chemical production processes.

### Research Facility Manager

Department of Defense laboratory conducting high-risk R&D for air-breathing propulsion systems and managing related R&D contracts with civilian organizations. Managed operation, maintenance, and modification of a research facility that simulated flight environments for turbine engines, ramjets, and their components. Initiated and managed a \$13 million Military Construction Program (MCP).