

Word Processing For Executives And Professionals

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SENIOR-LEVEL EXECUTIVE CORPORATE STRATEGY, DEVELOPMENT, & IMPLEMENTATION

PROFILE & VALUE

Effective and accountable in high-profile executive roles—Overcome complex business challenges and make high-stakes decisions using experience-backed judgment, strong work ethic and irrefragable integrity. Respected as a proponent of empowerment and accountability.

Corporate Strategy & Development Specialist—Characterized as a visionary, strategist and tactician. Consistent record of delivering extraordinary results in growth, revenue, operational performance, and profitability. Heavy transaction background including startup financing, mergers and acquisitions, and sale of company.

Consistently deliver mission-critical results—driven by a visceral "hard-wired" need to strategize, to innovate, and to disprove the words "It can't be done!" Gifted with the vision, determination, and skills needed for high-level revenue-building strategies and tactics.

Strong orientations in operations and finances—Participate in high-level operational initiatives, including infrastructure design, process reengineering, turnaround management, and reorganization. As an innovative investor use instincts, insight, judgment, and timing to succeed no matter how tough the deal.

Respect and leverage human capital—motivate, mentor and lead talented professionals. Live the culture and lead by example. Direct cross-functional teams using interactive and motivational leadership that spurs people to willingly give 110% effort and loyalty.

QUALIFICATIONS & EXPERTISE

Visionary, Strategy, Execution & Leadership
PIL & Performance Improvement
Mergers, Acquisitions & Divestitures
Startup, Turnaround, Change
Capitalization Strategies
Due Diligence, Deal Structuring & Negotiations
Financial & Legal Transactions
Purchasing & Negotiating Skills
Risk Management & Inventory Control
Cost Analysis, Reduction & Control
Growth Management & Business Development
Product Development & Rollout
Quality & Continuous Improvement
Investor, Analyst & Board Relations
Executive Advisory & Decision Support

PROFESSIONAL EXPERIENCE

Mariner Technologies, Inc, North Haven, CT 1999 to Present

Management Consulting Firm—Retained by Startup and First Stage Enterprises in the US

PRESIDENT & CEO

Primary driving force behind the acquisition of National Ribbon Company, a \$500,000 manufacturer losing considerable market share. Reengineered business processes, redesigned commercialization plan, and instilled urgency for financial discipline. Directed financial and legal negotiations, and accomplished profitable sale of company in 2006.

Management & Leadership Successes

- Developed productive sourcing relationships throughout North America and China. Result: Capitalized on growth opportunities through development and launch of new product line.
- Captured a 40% reduction in inventory through process redesign and optimization.

Pioneer Associates, LLC, North Haven, CT 1993 to 1999

Management Consulting Firm—Retained by Startup, Small-Cap and Mid-Cap Companies in the US

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