

Professional Profile

CEO – Turnaround & Growth Strategist

Automotive, Aerospace and Industrial Supplies

Visionary executive leader with a record of managing sustainable growth of highly-successful businesses, including a Fortune 50 company and a mid-market privately-held company. Able to identify market opportunities and develop solid infrastructures with scalable, fiscally-responsible growth strategies. Demonstrated foresight and ability to respond to changing economic and market conditions with profitable results.

Core Competencies

Startups • Turnaround • High Growth Companies • Expansion • Global Operations Management • Multi-Industry Experience • P&L Management • Negotiation • Financial Oversight • Sales & Marketing • Business Development • Corporate Development • Joint Ventures (JV) • M&As • New Market Penetration

Professional Experience

PL HENDERSON COMPANIES

Arbor City, California

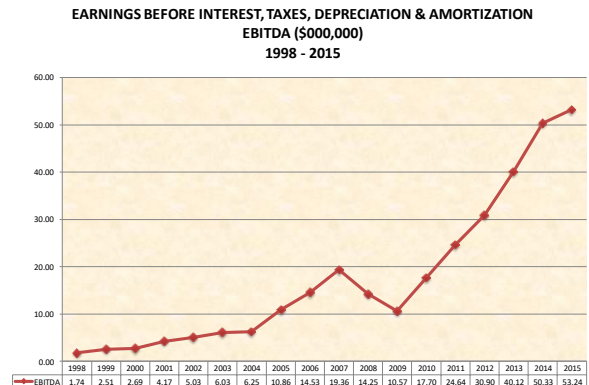
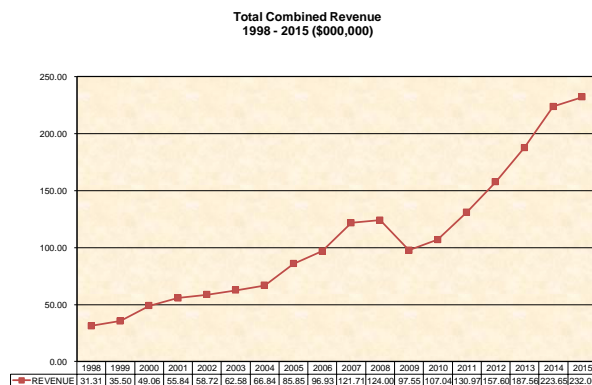
World's largest distributor of industrial supplies. 28 locations, \$455M revenue.

President & CFO (Promotion, 2009-2017)

Vice President (2004-2009)

Led P&L, strategic planning, finance, operations, marketing, and sales for a \$255M company with 23 locations in the U.S. and Canada. Supervised eight VPs and multi-functional directors with a total workforce 300+.

- **Growth:** Drove average revenue and EBITDA growth of 15% annually over the last 15 years with a strong balance sheet and market diversification.
- **Growth & Expansion:** Grew company from \$50M revenue and \$5M EBITDA in 2002 to \$230M revenue and \$53M EBITDA in 2015. Directed expansion from three locations to 22.
- **Team Builder/Team Leader:** Built and led committed teams and instilled a “can-do” service culture. Hired and developed 20+ VP-level and director-level executives to support growth.
- **Change Management:** Led company in a new common vision, purpose, and guiding principles.
- **Financial Foresight:** Led company through the 2009 economic recession without a financial loss or a reduction of key employees. Foresaw changing economic conditions in 2007 and cut spending in half.



Professional Experience, Continued

BARCO

Cleveland, Ohio

A Fortune 50, \$44B manufacturer of lightweight metals.

Worldwide Sales & New Plant Launch Manager (2001-2004)

Light Truck/Passenger—Aluminum Wheel Group—Forging Division

Directed sales and engineering teams and aggressively drove profitable opportunities with automotive OEMs. Managed all sales, marketing, advertising, and P&L. Supervised 10 employees, including the inside sales team, product engineers, and marketing coordinators; and indirectly supervised a team of 35.

- Built a new market in Detroit to \$25M in profitable revenue at a time when company was planning to exit the automotive market.
- Led forging division from exit strategy to aggressive growth – with the automotive product exceeding \$60M at the end of tenure.
- Launch Manager for two new forging plants. Led a cross-functional team in building plants, purchasing equipment, and establishing manufacturing processes. Plants ran at full production within two years and delivered profitable revenues of \$50M+ annually.
- Developed, funded, tested, and launched distribution of a new aftermarket wheel accessory line that is still on the market today.

Early Career

BARCO

Aerospace Sales Engineer

- Won the largest long-term aerospace order in division's history, at high margins.
- Negotiated a profitable, seven-year supply contract with Douglas Aircraft in the face of stiff competition.

Education & Training

UNIVERSITY OF ILLINOIS, Chicago, IL
Bachelor of Business Administration

Training

- Multiple university accredited courses in management, organizational dynamics and leadership.
- Quality and Statistical Process Control.
- Fundamentals of Metallurgy.
- Personal Profile Assessments – Conducting, Understanding and Organizational Integration.

Affiliations

Member, American Public Works Association (APWA) (2000-present)
National Association of Metallurgy (2009-present)
