

# David P. Wilson

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[LinkedIn Profile](#)  
Greater Los Angeles

## CEO – Turnaround & Growth Strategist

Automotive | Aerospace | Industrial

### Boosting profits, leading change, and building top performing teams

Visionary executive with a record of driving robust, sustainable growth for a global, Fortune 50 company. Able to identify market opportunities and develop solid infrastructures with scalable, fiscally responsible growth strategies.

## Core Competencies

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

## Professional Experience

**PL HENDERSON COMPANIES** | Arbor City, California | World's largest distributor of industrial supplies.

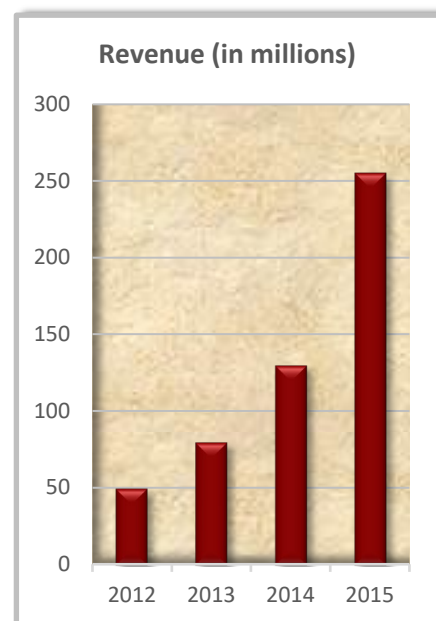
**President & CFO** (Promotion, 2009-present)

**Vice President of Finance** (2005-2009)

Led P&L, strategic planning, finance, operations, marketing, and sales for a \$255M company with 28 locations in the U.S. and Canada. Supervised eight VPs and multi-functional directors with a total workforce 300+.

**Drove average revenue growth of 15% annually over the last 15 years with a strong balance sheet and market diversification.**

- **Revenue Growth:** Grew company from \$50M revenue in 2012 to \$255M in 2015 with high margins.
- **Expansion:** Directed expansion from three locations to 28 across North America.
- **Change Management:** Steered company in a new common vision, purpose, and guiding principles.
- **Team Building:** Built and led committed teams and instilled a can-do service culture. Hired and developed 20+ VPs and Directors to support rapid growth.
- **Financial Foresight:** Foresaw changing economic conditions in 2007 and cut spending in half. Steered company through the 2009 recession *without financial loss or reduction of key employees.*



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## Professional Experience, Continued

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**BARCO** | Cleveland, Ohio | A Fortune 50, \$44B manufacturer of lightweight metals.

### Global Sales & New Plant Launch Manager (2001-2005)

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 inside sales team, product engineers, and marketing coordinators. Indirectly supervised a team of 35.

### Built a new market in Detroit to \$60M in profitable revenue at a time when company had planned 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.
- Developed, funded, tested, and launched distribution of a new aftermarket wheel accessory line that is still on the market today.

## Early Career

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**AEROCOM** | Cleveland, Ohio

### 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

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**UNIVERSITY OF ILLINOIS** | Chicago, Illinois

### Bachelor of Business Administration

#### Training

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

## Affiliations

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Board Member, T4 Works Inc. – a \$1.4M startup (2015-present)

Member, American Public Works Association (APWA) (2004-present)

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