

## Chief Executive Officer (CEO) – Turnaround and Growth Strategist

### Transforming distressed companies into market leaders

Executive powerhouse who has spiked profits, scaled businesses, and stabilized balance sheets. Trailblazer who has transformed operations, finance, and marketing for startup, turnaround, and high-growth companies.

- **Organic Growth:** Drove robust expansion and forged solid infrastructures to support scalable, sustainable growth strategies.
- **Turnaround:** Rescued underperforming, at-risk companies by reducing costs, maximizing productivity, and enhancing revenues.
- **M&As:** Recognized for strategic vision in mergers and acquisitions.

#### EXECUTIVE COMPETENCIES

Global Operations Management  
Transition Management  
Strategic Planning  
Mergers and Acquisitions (M&As)  
Joint Ventures (JVs)  
Corporate Budget Management  
P&L Management  
Financial Planning and Oversight

## SUCCESS STORIES

- 📌 **From Stagnant to Explosive Growth:** Scaled an industrial goods company to **6x growth** with **32% margins**.
- 📌 **From Red to Black:** Restored a faltering consumer goods company **to profitability** within one year.
- 📌 **From Exit Strategy to Skyrocketing Growth:** Introduced a new market to a metals company, adding **\$144M** revenue and reversing plans to exit the industry.

## EXECUTIVE EXPERIENCE

**PRIVATE EQUITY GROUP** | New York, New York | \$945M private equity company.

**Partner** | 2018 – Present

Co-lead strategic decision-making processes in the acquisition, turnaround, and growth of portfolio businesses. Manage due diligence and negotiate purchases with owners. Restructure day-to-day operations to improve efficiency.

- **Acquired and closed \$400M+** in equity investments across multiple sectors, achieving a **28% average IRR**.
- **Bolstered EBITDA an average of 19%** for portfolio companies through strategic operational improvements.

**CEO of XYZ Industries** (an acquisition of Private Equity Group) | Concurrent with partnership role | 2018 – Present

Took the helm of this \$110M portfolio company while retaining role as partner. Manage operations, finance, sales, and P&L. Guide a team of five senior executives and a total workforce of 510+.

**Challenge:** To turn around XYZ – a floundering portfolio company that had lost \$3M the previous year and was in default with lenders. **Big-Picture Result:** Moved from red to black within one year.

- **Reversed a \$3M loss** to deliver **\$4.5M profit** within one year. Achieved a **25% margin** within three years.
- **Reduced costs 11%** by closing unprofitable plants, streamlining purchasing, relocating production, and renegotiating supplier pricing.

## EXECUTIVE EXPERIENCE, CONTINUED

**P.L. HENDERSON COMPANY** | Arbor City, California | \$305M distributor of industrial supplies.

**President & CEO** | 2014 – 2018

**Vice President of Finance** | 2007 – 2014

Promoted to lead P&L, strategic planning, finance, operations, marketing, and sales. Managed four VPs and a workforce of 380 at 18 locations throughout the U.S. and Canada. Built strategic partnerships and managed investor and board relations. Hired and developed a leadership team of 22 VPs and directors to support rapid growth.

**Challenge:** To scale a stagnant company while maintaining profitability. **Big-Picture Result:** Drove sustainable revenue growth of **15% annually** with a healthy balance sheet and market diversification.

- **Revenue Growth:** Accelerated growth **from \$52M revenue to \$305M** with high **margins of 32%**.
- **Expansion:** Directed expansion from **three locations to 18** across North America.
- **Change Management:** Steered company with a common vision, purpose, and guiding principles.
- **Employee Retention:** **Reduced turnover 22%** by creating a leadership development program and transparent communication strategies. Built committed teams and instilled a can-do service culture.

**BARCO CORPORATION** | Cleveland, Ohio | A \$21B manufacturer of lightweight metals.

**Vice President, New Plant Operations** | 2005 – 2007

Aggressively drove profitable opportunities with automotive OEMs. Managed all sales, marketing, advertising, engineering, and P&L. Supervised a team of 55 to support new plant launch. Managed a \$135M capital budget.

**Situation:** Company planned to exit the automotive market after failing to gain a foothold.

- **Built a new market** in Detroit and increased automotive specialty product sales to **\$144M in profitable revenue**.
- **Launched three new plants** that ran at full production **within 18 months**.

## EARLY CAREER IMPACT

**President and CEO** of a \$350M international luxury products company. Managed P&L and led a team of 255 in the U.S. and 1,540 offshore employees.

- **Tripled revenue** over a five-year period through organic business expansion – attracting a buyout offer that led to a profitable business sale.
- **Launched and staffed** an ISO certified manufacturing facility overseas. Recruited local managers to direct 1,540 employees producing 15M units annually.

## EDUCATION

**UNIVERSITY OF SOUTHERN CALIFORNIA** | Los Angeles, California

**Master of Business Administration (MBA) in Finance**

**Bachelor of Business Administration (BBA) in Management**

## BOARD ROLES

**Board Chair** | T4 Works Inc. | \$1.4M startup | 2018 – Present

**Advisory Board Member** | Our Bank | Los Angeles, California | 2014 – 2017

## STRATEGY

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### Background

David had a knack for turning around underperforming companies and for driving growth in a responsible, sustainable way. His most recent position was twofold: He was both a partner in a private equity firm and CEO of one of the firm's acquisitions, which had previously operated at a loss. David was successful in turning around this company, as well as improving the average rate of return for all companies in their portfolio.

### Design

I chose a color palette of dark red with grey shading and black knockout text. The red draws the eye without being too bright for this executive resume. The color scheme also hints at David's ability to move companies out of the red and into the black.

All elements in this resume are ATS friendly and created from basic Word features. The Executive Competencies section was designed using a Word table – not a textbox. I enhanced it with the borders and shading tool in Word.

In the Success Stories section, I substituted upward-pointing arrows for the square bullets to help illustrate the upward trajectory of profits and growth.

### Content and Strategy

**Success Stories:** Just under the summary, I briefly highlighted three examples of David's success. To enable a quick skim, I summarized each "story bullet" at the beginning: "From (what) to (what)."

**Experience:** I used short paragraphs for David's job description and bullets for accomplishments. For most of his roles, I included a shaded box with the key "Challenge" and "Big-Picture Result." This forms an umbrella statement over the accomplishments and enables a quick visual scan. All of the metrics and keywords are emphasized in red.

### Outcome

David quickly landed a new role as a CEO with a large technology firm. Among other things, his new position involves leading acquisitions as well as organic growth.