
Business Development Professional
20-Year Interdisciplinary Background in Marketing, Finance, and Engineering

- * A proven entrepreneur and seasoned business leader with domestic and international experiences in various industries, including life sciences, professional electronics, HVAC contracting and management consulting services. An MBA and Engineering degrees augment this expertise.
- * A rare combination of interdisciplinary operational experiences in business development, marketing, product management, engineering, finance, and field-based services offers a broad foundation for identifying opportunities, driving growth, and building value.
- * Excellent communication and presentation skills, complemented by a particular expertise in modeling, quantitative analysis, and qualitative assessment. A strong general management perspective reinforced by a track record of increasing responsibility, leadership, and success.

PROFESSIONAL EXPERIENCE

Amplytude Partners LLC, Newtown CT

Founded consulting business focused on value maximization and strategic advisement of small businesses. Specialization in closely-held business succession planning and transition.

- * **Managing Partner & Founder**, 2003 – present
 - Growth and value maximization consulting and deliverables for small businesses.
 - Creation of entity, business plan, offering, positioning, and marketing materials for Amplytude.
 - Board of Directors and Chief Financial Officer, Connecticut Combustion Corporation.
 - Partner and Member, Audio Engineering Services LLC.
 - Conceptualized and designed a new electronic product for restaurant services marketing. Authored and filed US and international PCT patent applications. Currently developing prototype.

Kendro Laboratory Products LP, Newtown CT, Asheville NC

\$250 million worldwide market leader in sample preparation instrumentation and laboratory equipment, of which more than half of revenues originated outside North America. Formed by the merger of Sorvall and Heraeus Instruments, Kendro was the flagship life science portfolio company of Bank One Equity Capital. The company fulfilled a planned investment exit via strategic sale to SPX Corporation in 2001 for \$320 million, and moved its Connecticut-based headquarters and manufacturing operations to North Carolina in late 2003.

- * **Director, Business Development**, 2002 – 2003
 - Corporate development activities and strategic marketing on both buy and sell side, including market research, acquisition target identification, transaction adjudication, and change management.
 - Led the acquisition of Lab Impex Research Ltd., a \$2+ million leading UK-based distributor and service provider for ultra-low temperature lab freezers. Performed valuation, led due diligence, negotiated consideration, and definitive agreement. Planned successful transition/integration.
 - Led the divestiture of the \$3+ million Kendro Pathology & Specialty Products business unit. Wrote offer memorandum, orchestrated competitive bid/auction process and negotiated definitive agreements, including licensing of trademark intellectual property.
- * **Manager, Worldwide eMarketing**, 2000 – 2002
 - Promoted to initiate, coordinate, and implement Kendro electronic marketing efforts, including communication of product/service offerings, sales channels, and corporate image management.
 - Designed, led, and implemented the Kendro millennium website and product catalog project, a database-driven multi-lingual site with content, offerings, and product branding managed by country. The site and its satellites acted as the primary tool for overall company image management and market positioning, which built significant value for our planned investment exit strategy. Grew site visitors by greater than 3X within one year after launch.

- * **Senior Business Analyst, 1999 – 2000**
Promoted to support CEO/CFO directly in corporate development, strategic marketing, and finance.
 - Quarterly forecasting, annual budgeting, and development of 5-year strategic business plan.
 - Valuation, modeling, and due diligence for numerous acquisition targets.
 - Conceptualized and authored monthly External Conditions Report for communicating economic, market, and competitive benchmarking to executive staff and investment group.

- * **Marketing & Sales Analyst, 1997 – 1999**
Worldwide analysis of revenues, margins, product mix, and pricing for \$80 million business unit.
 - Special Assignment: Acted as Transition Manager of a redundant sales/service headquarters office and staff of an acquired company. Closed office, managed terminations and relocated functions.

AMS/Neve (a Siemens Company), Bethel CT, Los Angeles CA, New York NY

International leader in audio equipment design, manufacturing, and marketing, specializing in professional analog and digital recording consoles, editing, storage, and signal processing equipment.

- * **Commercial & Finance Manager, 1993 – 1996**
Promoted to assume financial controlling and reporting responsibility for North American operations. Managed finance and controlling functions for North American headquarters and four field offices.
 - Created and implemented a performance-based sales incentive system for field sales force.
 - Capital and operating leasing via Siemens Credit Corporation and third party vendors.
 - Negotiated and closed several sales contracts generating revenues greater than \$1 million each.

- * **Product Manager, 1991 – 1993**
Promoted as manager for industry-leading OEM multitrack digital tape machine product line.
 - Responsible for product pricing, marketing, margins, sales support, and specialty applications.

- * **Technical Services Engineer, 1990 – 1991**
 - Field and in-house design, service, and commissioning of professional audio equipment.

Connecticut Combustion Corporation, Middlebury CT

A leading mechanical contracting company. Market focus on commercial and industrial heating, hydronics, combustion equipment, temperature control, and related services.

- * **Field Service Technician, 1981 – 1990**
 - Contracting, installation and service of industrial heating equipment.

EDUCATION _____

Connecticut State University, Danbury CT

- * **MBA – Master of Business Administration, concentration of studies in marketing & finance, 1997.**

University Of Connecticut, Storrs CT

- * **BSEE – Bachelor of Science, Electrical Engineering, concentration of studies in economics, 1990.**

Waterbury State Technical College, Waterbury CT

- * **ASET – Associate of Science, Engineering Technology, 1987.**

OTHER _____

- Institute of Electrical & Electronic Engineers (IEEE), Audio Engineering Society (AES).
- ΑΦΩ National Service Fraternity, ΔΣ Chapter.
- Eagle Scout. Order of the Arrow Advisor, former Section Chief.
- Licensed CT Emergency Medical Technician (EMT).
- Married (Nancy), with a son (Matthew).