

STRATEGY & CORPORATE DEVELOPMENT EXECUTIVE

Mergers & Acquisitions / Global Sales / Business Integration / Strategic Alliances

Strategy & Corporate Development Executive with an excellent record in Global Sales and driving new portfolio growth and restructuring within diversified industrial and information technology industries. Leverages business acumen and innovative thinking to create and manage corporate transformation, mergers and acquisitions, and to close major global sales deals. Solid international experience in China and Latin America emerging markets. An outstanding leader who builds, manages and mentors teams that successfully exceed business goals. A recognized industry speaker and panelist.

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| • Mergers & Acquisitions | • Strategic Growth Strategies | • Investment Banking |
| • Global Sales Leadership | • P&L Management | • Business Integration |
| • International Emerging Markets | • Value Analysis / Due Diligence | • Contract Negotiations |
| • Merger Feasibility | • Strategic Operational Planning | • Multi-national Project Teams |
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KEY DIFFERENTIATORS

- Involved in acquisition and divestiture transactions totaling \$8.5B over the past 9 years
- Designed a *"Grand Transformation Strategy"* for a global corporate repositioning
- Created organization change proposals titled: *"Restructuring Corporate Business Development"*, *"Transforming the Management Operating System"*, *"Creating Synergy within a Multi-business Organization"*
- Closed two global accounts which created two new business units, both totaling \$10 billion
- Managed a Mainland China team of 21 people producing regional revenue ~\$320M (Yr 2006)

Professional Employment History

Hitachi America Ltd., Tarrytown, NY

October 1994 - Present

VP, Strategy & Corporate Business Development Sept 2007 – Present

Create corporate strategy, execute development plans and companywide initiatives for several business units across North America.

- Collaborate with CEO's across Hitachi Group Companies to evaluate current offerings, identify gaps, develop growth strategies, and source appropriate acquisition opportunities
- Responsible for the M&A strategy, valuation analysis, due diligence, negotiations, and overseeing contracts
- Identify, screen, analyze, and create business case proposals related to potential Mergers & Acquisitions
- Track & report Competitor Intelligence, Regional Corporate Portfolio Performance, Emerging Industry Trends
- Draft and customize C-level presentations tailored to particular stakeholders (investors, employees, customers)
- Design and create organization restructuring proposals

GM and VP Sales, Greater China Region (International Assignment) July 2006 - Sept 2007

Developed and managed a Mainland China team of 21, producing revenue of ~\$320M

- Identified Greater China regional underperformance root causes and implemented repairs
- Grew China 2006-2007 unit volume shipments by 37%, nearly twice the 20% China Region market growth
- Increased Yr-to-Yr profit margin 6%, by implementing key operational methods: cost down initiatives, productivity improver's, inventory decrease, increase inventory turns, and higher margin product mix
- Restructured regional personnel coverage, changed critical sales processes and realigned business partners
- Launched quarterly deal structure which was subsequently duplicated by worldwide peers
- Implemented business goal setting, held performance review meetings, and built-up competitor information
- Established appropriate US-China senior level executive introductions/relationships
- Greater China Major Customers: Lenovo, Founder, Tongfang, Huaqi, Inspur, TCL, Haier, Shinco

VP Sales, Major Accounts, Hard Disk Drive Division January 2003 - July 2006

Managed two largest accounts (IBM and Lenovo) with annual revenue of \$800M (Yr 2003)

- C-level account development and maintenance
- Managed 30-person global support team involving Sales, Engineering & Operations

VP, OEM North America Sales, Hard Disk Drive Division April 2001 - January 2003

Managed Sales, Engineering & Operations team of 18, producing ~\$200M(Yr2002) WW revenue

- Involved in a complex global acquisition and integration involving a \$3.4B competitor
- Selected for a confidential pre-Merger team which led to a post-Merger Integration leadership role

VP Sales, Engineering & Operations, Optical Storage Division October 2000 - April 2001

Managed Sales, Engineering & Operations team producing ~\$100M (Yr2001) annual US revenue

- Member of planning team for a Joint Venture between Hitachi (Japan) and LG (Korea) Optical Business Units
- Ensured orderly U.S. transition of revenue management responsibility to the newly established Joint Venture
- Joint Venture became #1 in the Optical Disk Drive Industry (in shipments and profitability)

Director of Sales, Optical Storage Division April 2000 - October 2000

Responsible for National Sales of Optical Disk drives to all OEM and Distribution Accounts

- Managed U.S. team of 9, responsible for sales revenue attainment during period of intense Asian competition
- Focused on operational results, emphasizing improvement in margin and velocity aspects of the ROIC equation

Major Account Manager, Computer Products Division October 1994 - April 2000

Responsible for Optical Disk Drive Sales in Eastern Region

- Closed DELL 1996, first Major Account, creating Optical Disk Drive Business Unit ~\$500M (Yr 1998) revenue
- Closed IBM 1998, first Major Account, creating Hard Disk Drive Business Unit ~\$800M (Yr 2002) revenue
- Consistently received highest attainable scores on Customer Report Cards
- Recipient of 1997 Hitachi America President's Corporate Achievement Award for Sales Contribution

Panasonic Corporation, Secaucus, NJ

Product Manager March 1990 - October 1994

ITT Corporation, Defense Communication Division, Nutley, NJ

Product Development Engineer February 1988 - March 1990

SINGER Kearfott Corporation, Inertial Guidance Systems Division, Wayne, NJ

Design Engineer June 1984 - February 1988

EDUCATION

Bachelor of Science in Mechanical Engineering
Rutgers University, College of Engineering, New Brunswick, NJ

Master of Business Administration in Finance
Fairleigh Dickinson University, Samuel J. Silberman School, Florham Park, NJ