

**EDUCATION:** **UNIVERSITY OF VIRGINIA, DARDEN SCHOOL**, Charlottesville, VA  
UTC Emerging Leaders Program, 2011

**THE OHIO STATE UNIVERSITY**, Columbus, OH  
Master of Business Administration, 1992

**UNIVERSITY OF DAYTON**, Dayton, OH  
Bachelor of Mechanical Engineering, 1986

**EXPERIENCE:** **CARRIER CORPORATION** a **UNITED TECHNOLOGIES COMPANY**  
10/10 – 2/12  
*Engineering Manager, Commercial Applied Equipment, North America*  
Farmington, CT

- Responsible for product development, project management, sustaining, cost reductions and special order engineering for air-cooled & water-cooled electric chillers, commercial splits and central station air handlers with annual sales in excess of \$300M. Led a team of 12 direct-report managers and 72 people.
- Coordinated product development and sustaining activities for commercial packaged and applied chillers with engineering leadership in Asia and EMEA .
- Reorganized teams based in Charlotte, Syracuse and Monterrey, MX to provide greater focus and accountability resulting in on-time and on-budget program execution and delivery.
- Implemented in-depth root cause analysis and corrective actions to resolve long-standing quality issues for outdoor air-handlers and centrifugal chiller performance validation testing.
- Led team for design and construction of \$11.5M capital expansion projects of new air-cooled and water-cooled chiller laboratories in Charlotte facility. Closely involved in development of facility design, budgeting, bidding process, contract negotiations, and project execution.

06/07 – 9/10  
*Sr. Global Product Manager, Building Systems & Services*  
Farmington, CT

- Responsible for the development of global product strategies and product development roadmaps for all applied HVAC products including electric chillers, absorption chillers, air handlers, thermodynamic water heaters, terminal fan coils, VAV air terminals, and packaged products.
- Coordinated with operating business units in North America, EMEA, Asia and Latin America to ensure that global resources were aligned to develop global product solutions where market requirements spanned across regions.
- Conducted in-depth technology & business opportunity assessments for emerging energy saving technologies including: organic Rankine cycle turbines, microturbines, waste-heat absorption chillers, CHP/CCHP, micro-steam turbines and liquid-dessicant cooling & dehumidification systems.

**YORK INTERNATIONAL** a **JOHNSON CONTROLS COMPANY**

08/02 – 05/07  
*Director, Commercial Products Business Unit - Engineered Systems NA*  
York, PA

*(responsible for engineering, technical service, product management & marketing for: air-cooled and water-cooled positive displacement chillers; packaged RTU's > 50TR; packaged vertical self-contained units; VAV terminals; fan coil units; unit ventilators; blower coils; and, ductless under floor and over head air distribution systems)*

- Achieved record market share in air-cooled chillers while driving improved profitability with innovative and highly cost-competitive product introductions and operational efficiency improvements.
- Worked closely with field sales & service organizations as well as consulting engineers and contractors to develop projects that fulfilled customers needs by leveraging unique aspects of York's products and services.
- Managed successful and timely development and introduction of new products including: variable-speed air-cooled screw chiller, air-cooled scroll chiller, >50T packaged rooftop units, and vertical self-contained units.
- Led the development of York's strategic growth initiative in the "mid-market equipment segment", doubling the business to more than \$200 million in 2005 with record profitability.

06/99 - 08/02

***Director, Engineering & Marketing - Custom Air Handling Business Unit***  
Portland, OR

- Led the turnaround of YORK's Miller-Picking and PACE custom AHU businesses, delivering over \$6 million of EBIT improvements on \$50 million revenue.
- Consolidated operations from three manufacturing locations to one while maintaining superior customer satisfaction.
- Worked closely with direct customers, consulting engineers and contractors to develop and execute complex custom air handler projects serving the mission critical applications including biotechnology/pharmaceuticals, microelectronics/semiconductor, hospitals, and government-funded research facilities.

**CONSOLIDATED TECHNOLOGIES, INC.**  
Olive Hill, KY

12/97 - 4/99

***General Manager***

- Recruited by business owner to develop and implement a turnaround plan for underperforming business that developed and manufactured "The Insider" heat pump for manufactured housing applications.
- Worked directly with consulting engineers and manufactured, modular, and multi-family housing developers to integrate The Insider product into their standard offerings.
- Determined that product success required national HVAC service capability aligned to widely dispersed manufactured housing installations.
- Business was ultimately sold to Friedrich Air Conditioning Company, San Antonio, TX.

**THE TRANE COMPANY** division of **AMERICAN STANDARD COMPANIES**  
Lexington, KY

01/95 - 12/97

***Marketing Manager - Air Handling Systems Business Unit***

- Led the order acquisition process team of a dedicated business unit with annual sales exceeding \$200 million. Increased market share by 13 pts. over two year period.
- Developed and implemented short term and long term strategic plans to ensure continued business growth.
- Managed a professional staff of up to 35 direct and indirect reports.

6/93 - 01/95

***Product Manager - Indoor/Outdoor Central Station Air Handlers***

- Managed the design, development, testing, marketing roll-out and ongoing sales and application engineering support for central station air handlers.
- Led the technical product support team providing direct customer and district sales office support for products, pricing and applications.

**LIEBERT CORPORATION** subsidiary of **EMERSON ELECTRIC COMPANY**  
Columbus, OH

10/89 - 06/93

***Product Manager - Precision HVAC Products***

- Managed the design, development, testing, marketing roll-out and ongoing sales and applications support of new line of precision industrial-grade air conditioning systems.

01/87 - 10/89

***Applications Engineer - Precision HVAC Products***

- Provided technical assistance & training for worldwide factory sales force including special pricing, application feasibility, and engineering design.

05/84 - 08/86

**DELCO PRODUCTS** division of **GENERAL MOTORS CORPORATION**  
Dayton, OH

***Cooperative Education Program*** through the ***University of Dayton***

- Rotational assignments in manufacturing supervision, advanced manufacturing technology, manufacturing engineering and product engineering