

Kevin O'Brien

Entrepreneur, Business Developer, Engineer

Philadelphia, PA - Email me on Indeed: [indeed.com/r/Kevin-O'Brien/ed36f21f2f6a657a](https://www.indeed.com/r/Kevin-O'Brien/ed36f21f2f6a657a)

Willing to relocate to: New York, NY

Authorized to work in the US for any employer

WORK EXPERIENCE

Founder & Principal

K.T. O'BRIEN CONSULTING - January 2014 to April 2016

- Led a client organization from concept through launch of a \$20M outsourced sales & marketing business. Introduced new technologies and business development opportunities (e.g. CEO Think Tank) which increased revenue by 13%.
- Counseled VillageLab leadership team on the development of lattice organizational culture which resulted in a 15% increase in team engagement
- Developed a web-based platform to help NewStories.org members and funders self-organize around project/funding opportunities
- Co-Facilitated an Open Space event for Shelia Hugh Mackay Foundation which engaged over 80 visual artists across New Brunswick, Canada
- Facilitated an Open Space event for the Great Work Cultures Initiative which led to a 10% membership increase and financial sponsorship

Associate Partner

K.T. O'BRIEN CONSULTING - January 2015 to September 2015

- Founding member of NF Consulting US LLC, a subsidiary of NuFocus Strategic Group (New Brunswick, Canada)
- Developed Organizational Self-Management Transformation consulting offering
- Proactively developed new business with prospective clients landing two client accounts

Applications Engineer

W.L. GORE & ASSOCIATES - September 2011 to January 2013

- Persuaded a dissatisfied defense contractor to stay with Gore by initiating a technical redesign leading to \$3M repeat business.
- Drove sales & marketing process by identifying niche market opportunities, selecting prospects, synthesizing prospect objectives, crafting winning proposals, and following up regularly about next steps.
- Actively researched industry trends through trade publications and expos to generate sales ideas and penetrate new markets, which resulted in \$0.5M of new business within a year.
- Built, maintained, and enhanced 100+ internal and external customer relationships across divisions and international customer sites, 20 of which were key players in accomplishing strategic sales goals.

Process Engineering Leader

W.L. GORE & ASSOCIATES - Leader, CO - July 2006 to September 2011

led organizational change in a \$150M+ division. Result was increased divisional profitability from barely profitable to four consecutive years of record profits. Results were obtained by: closing down low performing business lines, reorganized remaining businesses, and optimizing operational processes.

- Presented new Chinese manufacturing facility to the COO of a \$35M+ customer, after developing a phase gated methodology and best practice for transfer of manufacturing processes between global sites; led teams of 10 - 30 FTE to transition operations from US to China, and from Scotland to US.
- Served as divisional liaison between China and US technical teams. Connected the most appropriate resources based on business needs, leading to elevated morale levels and the retention of a key process engineer.
- Built a self-managed engineering team which increased technical project capacity, expedited product development, and freed up time for the product team to develop new business
- Coached emerging leaders creating development plans and how to achieve their growth targets which resulted in 2 direct reports being promoted to supervisor.

Engineer

TERUMO CARDIOVASCULAR SYSTEMS, INC - June 2003 to July 2006

- Developed and deployed user training course for environmental tracking software which resulted in compliance with EPA regulations
- Managed a product enhancement initiative for a profusion system that reduced cost to the customer while increasing performance.

EDUCATION

Bachelors of Chemical Engineering in Economics and Mathematics

University of Delaware

2003

SKILLS

Program Management (10+ years)

LINKS

<http://twitter.com/kevobri>

<http://www.linkedin.com/in/kevobri>

CERTIFICATIONS

Certified ScrumMaster (CSM)

October 2014

Strengthscope

February 2016