

**STEVEN J. LORRENCE**

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**Experience**

2002-Present

**POLYMER RESEARCH**

**Milwaukee, WI**

*General Manager*

- Managed research-oriented polymer start-up through product design and development; oversaw sales/marketing initiatives of several patented products for footwear and medical markets
- Created and supervised team of 25 including 11 professional engineers and researchers; team has produced 14 different projects to date, accounting for \$13 million in revenue
- Developed “C-Tech” patented custom forming system for footwear – licensed to global footwear manufacturer
- Established joint venture in Dominican Republic to integrate C-Tech into customer’s production line
- Increased sales 500% in two years

2002-Present

**MULTI-SPORT HELMET**

**Milwaukee, WI**

*Technical Director*

- Orchestrated product design, testing, and production of multi-sport protective helmets for start-up company
- Advised President on general management issues and assisted with marketing and sales efforts
- Coached team through 15-month design-to-production cycle of first product; ultimately captured 5% of \$130 million market

1998-2002

**BOSTON MARINA**

**Boston, MA**

*General Manager*

- Led management team and designed organizational structure for newest and largest marina in Milwaukee area, while simultaneously managing phase one construction; coordinated 500 boats with \$2 million in annual revenue
- Hired, trained, and reviewed six department managers and over 50 full and part time employees
- Maintained optimum occupancy while expanding capacity 800%
- Served as general contractor during construction of utilities, docks, buildings, and landscaping

*Project Engineer*

- Hired and supervised consulting engineers, architects, and contractors for \$6 million phase one design and construction of marina on undeveloped site; worked directly with owner and functioned as General Contractor
- Directed \$4 million construction of harbor, site, buildings, docks, and utilities
- Personally designed and contracted for fabrication and installation of 300 foot floating breakwater

1998-2002

**MACKIN COMPANY**

**Milwaukee, WI**

*Project Leader, R&D Technician*

- Conducted research and development for entrepreneur, including composite mountain bicycle and automotive projects
- Designed valve cover/oil baffle that became standard equipment in over 1 million Chrysler automobiles

**Education**

2004-2006

**COWELL UNIVERSITY**

**Chicago, IL**

- Bachelor of Arts, Sociology and Anthropology
- Graduated Cum Laude
- Captain of 4 intramural teams