

Anthony James Findlay

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Objective

Results-driven professional with 18+yrs of experience in startup and new leading edge technology and process based solutions seeking an Account Management or Business Development/Sales position.

Experience

April '18 – Present

Business Development Manager – SkyperSonic Inc.

Recruited via LinkedIn to join this local, seed-funded startup out of Troy Michigan. Responsible for driving new Indoor UAV Inspection and 3D RTLS business through sales, marketing, identifying and developing new business opportunities and strategic channel partners, while building and expanding the presence of the company and its brands. This role entails leading the SkyperSonic team in sales and client-relationship management, tracking new markets and emerging trends, recommending new solutions and services, proposing and developing new strategic partnerships, business planning, and guiding long-term objectives to meet business needs and requirements.

March '18 – May '19

Healthcare Sales Executive, Business Development UV Specialist – Diversey Inc.

One of three experienced Business Development individuals sought out by Diversey to lead their UV-C Solutions Launch, responsible for planning, business development, and sales to support a successful launch for innovative UV-C surface disinfection technologies into the Federal and Commercial Healthcare market as well as ancillary markets where UV-C would be seen as a need for infection control and prevention.

Mar. '12 – Feb. '18

Director of Government Sales/Bus Dev – Stanley Healthcare/AeroScout/McRoberts Security Technologies (MST)

One of 2 key Sales Government team members with focused sales targets of Military Health along with strategic Business Development and Sales support of 'greenfield' Government Agencies like Indian Health Services, NIH/Dept of Health & Human Services, etc.

Sales responsibilities included the AeroScout RTLS Solution set with newly converged Stanley Healthcare Patient and Staff Safety Solutions, however Government Sales also required managing additional solution partners to support the requirements for integrated Passive RFID as part of the 'converged' Sales platform. This applied itself across all current and new Bus Dev Government Agencies, but equally for all State and Local Agencies.

Specific experience with a high priority in managing government procurement processes as well as all partners and contract vehicles necessary which is a key factor for success. Contracted to Conexus Advances Asset Management team to support and manage RTLS/RFID Solution implementations for several Military Treatment Facilities and base Hospitals. Responsible for all communications, pricing/sales, presentations and deal closing at all levels of Healthcare departments including Biomedical, Clinical Engineering, IT, Contracting/Procurement and Base Leadership/Squadron Commanders.

Acquisition of AeroScout by Stanley lead to a move of many AeroScout staff to McRoberts Security Technologies as Government and some commercial healthcare customers requested this group to provide the same Infant Security, Temperature Monitoring and Asset Tracking solutions from a smaller, more customer-centric company. This provided the additional exposure and experience in providing Body Worn Camera, Drone Video Surveillance and Inspection Solutions.

Aug. '06 – Mar. '12

Director of Sales/Bus Dev (Gov't & Commercial Healthcare & Manufacturing) - Ekahau Inc.

New Business and Sales Development for Wi-Fi based Real Time Location Solutions; typically within the Healthcare market throughout the Mid and Central U.S. Region. Additionally, provide "Target Market RTLS" penetration to the various healthcare Systems and other Enterprise Level customers to support Ekahau RTLS Standardization through Mid and Central Region, but also East Coast, Southern States and some efforts on the West Coast. Additional new Business Development industries supported as well including Nuclear Energy, Industrial, Dept. of Corrections, etc.

Opened up new Sales and Product opportunities with customers to the likes of Indiana University Health, St. Vincent's/Ascension Health, Community Health, Parkland Hospital, University of Colorado Hospital, Toyota Motor Manufacturing, Entergy (2nd largest Energy provider in the U.S.), etc. Customer advocate and internal Ekahau catalyst for new Product Development and Strategic solution support for current and new industry segments.

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Oct. '00 – Aug. '06

Global Account Manager, Ford - WhereNet Corporation (now Zebra Technologies via acquisition)

Provide Sales, Consulting and Managed Support for the Ford Enterprise encompassing facilities worldwide single or multiple wireless/RTLS solutions. Responsibilities included Sales Support to Ford focusing on new customers and facilities not currently installed as well as new Applications that leveraged the existing install base, all in support of quarterly and year-end sales targets. Managed a successful pilot for Ford Financial to track all plant floor Fixed Assets over target which is now being considered as the global standard and a North American Enterprise Deployment.

Other responsibilities included managing a 24x7 dedicated remote support personnel for the Ford install base in support of Annual Service Agreement, Strategic support initiatives and overall management and communications of support and sales activities to the Ford customer install base.

1990-2000

EDS, Detroit Diesel Account, Redford, MI

SE Team Manager, Manufacturing (1997-2000)

Managed a team of Information Analysts supporting Detroit Diesel Manufacturing Plant Floor systems. Responsible for improving Manufacturing processes and information availability by defining and selling solutions and new functionality for various plant floor systems utilizing Fortran, C, Oracle, Forms, VB and Web based development tools. Managed and sold over 400 projects utilizing 20 resources generating revenue of \$2M over a two year period. Other responsibilities included client service delivery excellence, interfacing between internal and client executive levels for project scope and reviews, P&Ls for Midrange platform and Support cost center and all areas of people leadership including career planning and development, performance reviews, salary planning and recognition.

Information Specialist, Project Leader (1996-1997)

Managed a funded study as a consultant providing Detroit Diesel with analysis and recommended solution for upgrade or replacement of the Series 60 Automated guided Vehicle (AGV) system. Accomplished detailed analysis of system capacity, performance, life span, and hardware support for existing architecture; partnered with system and AGV controls; documented all possible solutions including recommended vendor, project duration, cost and ROI, and provided final delivery document to Detroit Diesel executives. This consultative effort also led to additional system consulting with the GM customer at the Buick City Assembly Plant in Flint, MI.

Business Analyst, SE, Lead SE, System Admin. (1991-1996)

Developed enhancements to AGV system controls to increase Series 60 production capacity and product variation, improve quality controls and production processes. This includes development of engine and station controls programs, vehicle routing and blocking, barcode scanning, production monitoring displays and engine tracking/history. Improved customer satisfaction by participating in process improvement developments to increase system throughput. Provided increased system availability to over 99.5% by implementing upgraded operating system and network application.

Operations Supervisor, OPD Coordinator (1990-1991)

Managed a team of 10 Computer Operators supporting midnight shift scheduling, print, tape, and resource management operations. Increased training and coaching of staff through implementation and coordination of Operations Development Program (OPD) at Detroit Diesel account; improved customer satisfaction through enhanced plant floor operations interface, and developed scheduling procedures to ensure completion of nightly batch, print and backup jobs.

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Education

Account Leadership Essentials Program, EDS – extensive Leadership Development Training focusing on building and managing relationships, enhancing leadership behaviors, and improving business and client skills to manage service delivery.

Manufacturing Enterprise Leadership Program, EDS – Exclusive Consultative training that provided intense development of Boardroom skills for Account Managers, Lead Sales People, and Consultants. Areas of focus during this program included: Leading Change, Manufacturing Business Enterprise, Business Project Preparation, and Host Company Business Project. Was one of the first 750 employees within the 30-40K Global employee base selected for this program.

Systems Engineer Development Program, EDS – 10 week technical training to develop in-depth understanding of systems life cycle, business and technical designs and the writing, testing and implementation of an Inventory Control System.

Operations Development Program, EDS – 10 month program to develop an in-depth understanding of data center operations including hardware, JCL programming, networking, and system operations.