

Vice President - Strategy, Planning & Performance – Fuels Business

- Provided executive accountability to deliver strategy, planning and performance for a business with sales of \$15 billion.
- As member of executive leadership team, developed strategy to create an integrated retail and refining value chain to deliver an incremental \$2 billion of net income.
- Guided finance and strategy teams to analyze financial results, develop forecasts, create strategies and deliver the annual profit/loss plan. Oversaw a budget of \$13 million.
- Directed team to develop deep market insights, which led to asset divestments, refined market segmentations and \$38 million in improved margins.

General Manager, International Specialty Chemical Business

- Grew business by 75% in two years by refocusing organization on customer profitability, operating efficiency and pricing strategies. Included television, tires & plastic bottle markets.
- Led team of 33 employees to deliver profit/loss results for a \$114 million, global business with customers and operations in Europe, Asia and North America.
- Refocused R&D to improve manufacturing costs and redefined the business plan to focus resources on the most profitable markets.

Chief of Staff to Executive Vice President, International Chemicals

- Produced organizational, communications and business intelligence for a portfolio of businesses that generated sales of \$3 billion with 5,200 people.
- Collaboratively planned with other executives the divestment of a \$9 billion global, commodity chemical business.

Global Sales Manager

- Delivered \$40 million in annual sales revenue from customers in 13 different countries including England, Spain, China, Turkey, Japan, Brazil, South Africa and Romania. Markets included automotive bumpers, medical devices and consumer products.
- Drove net income up 41% from \$17 million in 2001 to \$24 million in 2004.
- Negotiated and delivered two 5-year supply agreements worth \$6 million in China and \$2 million in Romania.

Strategy Analyst

- Built divestment business case and long-term strategy options to extract additional value from the polybutene business.
- Company executed the recommendation, which generated an NPV of \$119 million based on fixed costs savings and economies of scale operations.

AMOCO Houston, TX

(1994 – 1999)

Global oil company with revenues of \$33 billion and over 43,000 employees.

Manufacturing Engineer & Supervisor

- Delivered technical support and leadership as an oil and natural gas field engineer, manufacturing plant engineer, project manager and supervisor of engineers.
- Led a team of cross-functional engineers to reduce fixed costs by \$1.4million (16%). Implemented operational improvements that delivered \$3 million in savings, improved equipment reliability from 96% to 99.5% and completed 100% of the safety requirements.

EDUCATION

KELLOGG SCHOOL OF MANAGEMENT, NORTHWESTERN UNIVERSITY Evanston, IL
Executive Master of Business Administration, June 2003

GEORGIA INSTITUTE OF TECHNOLOGY Atlanta, GA
Master of Science in Mechanical Engineering, December 1993

HOWARD UNIVERSITY Washington, DC
Bachelor of Science in Mechanical Engineering, May 1992

BOARD MEMBERSHIPS & AFFILIATIONS

- Boy Scouts of America 2006 – Present
- Coach, Mentor, Speaker – Bedrock Assets Leadership Development 2012 – Present
- Director, 360 Youth Services 2016 – Present
- Director, Intercultural Montessori Language School 2017 – Present