

JOHN DOE

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CHIEF EXECUTIVE OFFICER

Start Up | Turnaround | High Growth

Hands-on operating leader, proven business builder, and green technology pioneer with deep expertise in bio-fiber composite in the global polymer manufacturing arena.

Extensive experience in strategizing and rapidly commercializing technology products for range of global markets, including automotive, packaging, construction, toys, consumer, and transportation. Forward-looking, action-oriented and relentless P&L manager. Expert at leading cross-functional teams in strategic planning, product development, company positioning, major account development/deal making, marketing, and scalable revenue generation. Strong record of performance benchmarking to optimize success and extensive global network of industry OEMs.

OPERATING COMPETENCIES

- CAPITAL RAISER – Secured more than \$10M for start-up enterprise. Extensive relationships with venture capital (VC) firms in New York, Silicon Valley, Zurich, Milan, Frankfurt, London, and UAE.
- TECHNOLOGY & PRODUCT INNOVATOR – Rolled out game-changing technologies and renewable polymer products that created incomparable competitive advantage.
- GO-TO-MARKET SPECIALIST – Strategized global market selection, identifying product positioning, key targets and partners/channels that resulted in rapid revenue generation.
- DEALMAKER AND REVENUE ACCELERATOR – Cultivated relationships with OEMs, JV partners and clients/market leaders across all targeted segments to create distinctive, premium-priced products.
- TALENT MAGNET – Able to leverage high-industry profile to recruit and retain top talent across all functions. Dedicated team developer and performance manager.

INDUSTRY ACKNOWLEDGEMENTS

- THOUGHT LEADER & SPOKESPERSON – Serve as face of the industry and frequently cited in trade publications (Canadian Forestry Products), blogs, TV (BNN) and print media.
- GLOBAL KEYNOTE SPEAKER – Selected to deliver global conference presentations for the Society of Plastics Engineers and Injection Molding Magazine.

Available for global or US relocation.

PROFESSIONAL EXPERIENCE

ABC ENVIROTECH INTERNATIONAL CORP.

Delta, British Columbia, CA • 2006-Present

Global provider of bio-fiber thermoplastics to broad range of transportation, consumer goods, food contact, toy, and construction markets.

Chairman/CEO/President

Assumed leadership of company lacking in commercial product capability, distinctive technology or processes, and sales pipeline. Built complete business infrastructure—human, financial, technological, sales and process excellence—resulting in current team of 55 employees operating in 5 countries.

- Turned around failing business, generating annual revenue run rate of \$10M:
 - Recruited world-class core executive team, including CFO, CTO, VP Sales, and VP Manufacturing.
 - Replaced lackluster product set with revolutionary, environmentally responsible injection-molded bio-fiber/recycled product portfolio, including the industry's only bio-composite sheet product.
 - Overhauled global JV structure, loaded pipeline with \$25M, and executed triple-digit growth over each quarter.
 - Gained market-leader clients in targeted segments, including Tupperware, Sprig Toys, Guardian Industries, Mega Brand, and Technimark.

JER ENVIROTECH INTERNATIONAL CORP., continued:

- Raised \$10M in VC equity/debt capital. Negotiated lead debt syndicate conversion to equity position without board participation.
- Nominated for Exporter of the Year in Canada, 2008.
- Achieved 2008 Frost and Sullivan Most Innovative award in the field of environmental materials.
- Awarded US Department of Agriculture preferred material selection status.

ALPHAGARY CORPORATION

Troy, MI • 2002-2006

\$250M thermoplastic compound/engineering alloy OEM for the Auto, Medical and Wire & Cable industries.

Director, Global Automotive Business Group

Recruited to build and lead new operating unit with global customer potential (Europe, Canada, Mexico, Sweden, Hong Kong, Japan, Australia, and China). Overcame entrenched competition, poor profit margins and market resistance to new technologies.

- Generated \$25M in revenue—10% of company's base—within 4 years.
- Penetrated global OEM/Tier 1 accounts with safety restraint, air bag, and interior/exterior functional and dynamic components. Customers include Shanghai GM, Autoliv, TRW Automotive, BMW, Daimler, Ford and Mercedes.
- Gained presence in hard-to-enter Asian markets and expanded share throughout Europe and North America.

MULTIBASE USA

Copley, OH • 1991-2002

Start-up supplier of plastics/elastomers to American auto OEMs and Tier 1 suppliers.

VP, Automotive Sales & Marketing

Fully accountable for P&L and 12 reports while navigating highly competitive marketplace for fledgling organization. Rapidly cultivated customer relationships with special emphasis on product engineering and design interfaces.

- Conceived and executed business plan—leading sales team from start-up to \$45M within 10 years.
- Gained 50%+ market share in air bag door applications over tenure.
- Led internal customer-focused due diligence team that supported Dow Corning's 2002 acquisition.

ELASTROMERIC TECHNOLOGIES, LLC

Troy, MI • 1989-1991

Consultancy specializing in polymer product/market evaluations.

Owner/President

Advised market leaders on strategic product/market shifts.

- Launched Exxon into Advanced Elastomers market by developing business plan/roadmap for growth.

RESEARCH POLYMERS INTERNATIONAL (RPI)

Grand Prairie, TX • 1983-1989

Start-up TPO polymer compounder serving North American Tier 1 auto markets.

OEM Sales Manager

Challenged to expand markets and drive revenue growth in extreme recessionary climate. Leveraged technology to create game-changing product and business growth.

- Drove revenue from start-up to \$42M in 6 years—positioning RPI for acquisition by Dexter Corporation in 1986.
- Introduced concept of injection molding for auto bumpers—championing market approach that has become industry-standard today.
- Closed sale of the auto industry's 1st TPO injection-molded bumper to GM in 1984.

EDUCATION

Bachelor of Science (BS) in Economics, 1979

Eastern Michigan University, Ypsilanti, MI

PROFESSIONAL AFFILIATION

Society of Plastics Engineers