

## PRESIDENT | CEO | EXECUTIVE VICE PRESIDENT OF SALES

Identifying and capitalizing on innovative business, talent and revenue opportunities that deliver maximum revenue results.

Analytical, collaborative and progressive C-Suite Leader with extensive experience developing and implementing game-changing business models and strategies to drive rapid growth and solvency for \$150MM+ segments and organizations. Adept at digesting large amounts of data, swiftly synthesizing it, evaluating organizational impact and applying key insights for business success. Quickly establishes credibility with connections, decision makers and influencers. Creates and delivers compelling presentations to Board members and investors. Builds and motivates high-performance, cross-functional work teams with up to 450 members by employing dynamic leadership acumen, talent development programs and applied coaching techniques.

“Ron motivates his employees, takes on tough decisions, supports his colleagues and is a true inspiration.”

**Wilson V., Senior Vice President  
(Current Manager), Xerox**

“Ron’s ability to recognize and react to opportunity results in strong success.”

**David S., Region President (Former  
Manager), Xerox**

- P&L Management
- Budgeting, Forecasting & Cash Flow Management
- Strategic Planning
- Startups, Turnarounds, M&A
- Business Transformation
- Change Management
- Growth Strategies
- Product Line Expansion
- Value Creation
- Business Development
- Global & Strategic Sourcing
- Marketing & Merchandising
- Cross-Functional Collaboration
- Team Building & Motivation
- Coaching & Mentorship
- Succession Planning
- Contract Review & Negotiation

Technology: Salesforce, SAP

### Career Highlights

- Consistent career record of leading \$150MM+ companies and segments to deliver 10% to 45%+ annual revenue growth during 2 to 5-year tenures in senior-level roles.
- Transformed \$160MM Printer subsidiary into a top managed network provider by expanding company’s partnerships and offerings to include hardware, software, advisory and managed network services.
- Rapidly shifted regional operations and footprint through diversity initiative, employee engagement programs and a revised focus on vertical markets and right-sized targets.

### Professional Experience

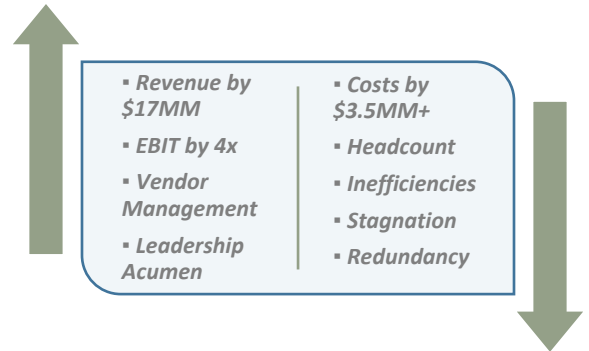
#### **COTG – A XEROX COMPANY • Bolingbrook, IL • 2011 to Present**

Technology provider serving SMBs up to Fortune 500 clients. \$160MM+ technology division of \$10 billion, publicly-traded Xerox.

#### **PRESIDENT** (2016 to Present)

Provide strategic vision, direction and analysis to drive company value, sales and objective attainment. Drive business development and generate new organic revenue streams. Oversee and optimize company workforce, assets and resources. Ensure relevant advice, world-class customer service and achievement of financial targets including revenue, margin and profit. Lead, engage and motivate 450+ employees, functional leaders and external resources to sell and support technology, workflow efficiency software and managed network services for small, midsized and Fortune 500 enterprise clients. Drive companywide compliance, health and safety initiatives. Implement key programs, budgets and performance measures to facilitate accountability, visibility and exceptional productivity.

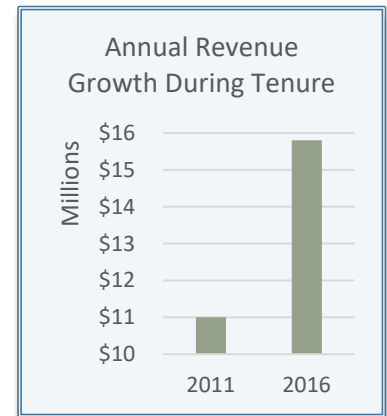
- Grew company revenue from \$145MM to \$162MM during role tenure by improving account focus and verticalization.
- Propelled company value from 9EBIT to 13EBIT through \$2.4MM cost reduction, staff restructuring and redundancy elimination.
- Expanded offerings and established company as Managed Service Provider. Introduced integrated sales approach (software, security, repository and storage applications) and new revenue stream, generating \$1.8MM in managed services in 2018 and forecasted to generate \$2.6MM in 2019.
- Elevated vendor management, cost analysis and implemented “best price per category” to drive cost savings and vendor competition. Identified significant spending on lowest SKU level lacking alignment with business and uncovered \$1.3MM cost saving opportunity.
- Established Emerging Leaders and Leadership Development programs in partnership with Human Resources and Learning & Development teams. Developed company bench and fostered promotion of 33 employees in 2017 and 27 employees in 2018.
- Increased employee engagement through President’s Club recognition program, monthly town halls and restructured Sales compensation program (providing greater benefit for new business revenue).



**VICE PRESIDENT OF SALES – EAST REGION** (2011 to 2016)

Directed \$15.8MM regional sales operations, leading 35 team members to rapidly grow business and expand accounts. Identified and capitalized on revenue stream opportunities. Created sales enablement and strategy to deliver on impactful direction and revenue goals. Ensured customer satisfaction, company policy compliance and regulatory adherence across region. Developed team members and leaders to expand competencies, capabilities and succession planning. Fostered consultative selling approach across areas of influence. Developed and managed growth models and forecasts. Developed and delivered compelling presentations. Optimized strategies, human capital and key relationships. Drove cross-functional improvements and efficiencies.

- Increased East Region revenue from \$11MM to \$15.8MM during role tenure. Improved sales pipeline and lead conversion through training, rules of engagement and tools.
- Drove focus shift from small business accounts to enterprise-level accounts.
- Grew Sales team from 22 to 35 members to support business expansion, leading to an award-winning team that became highly recognized within the industry and organization.
- Secured 3 of top 10 law firms in the world by spotlighting vertical market opportunities.
- Improved leadership diversity and overall workforce diversity and inclusion.



Early Career

**NORTH AMERICAN CORPORATION • VICE PRESIDENT OF SALES – COMMERCIAL PRODUCTS GROUP**

Led \$200MM Commercial Products Group to effectively and efficiency sell core janitorial offerings into industrial and commercial segments. Oversaw 40-person team, 2 Sales Directors and all commercial sales activity for group. Grew segment by 20% during role tenure through offering innovation, sales strategy

**CORPORATE EXPRESS • VICE PRESIDENT OF SALES**

Oversaw \$200MM annual sales, 12 direct reports and 20 employees in Office Products sector. Delivered optimal strategy, sales enablement, tools, resources, training and support to expand footprint and achieve robust sales targets.

Education