

NAME

Address
Address

Telephone

EXPERIENCE

COMPANY

CITY, STATE

Jan 86
to
Jan 88

President and Chief Operating Officer

Directed overall operations including Sales, Service, R&D, Manufacturing, and Administration. Developed the Sales/Service process, Engineering Project Management, and Program Management. In conjunction with Chairman, also held responsibility for Strategic Planning including Product Planning. Spearheaded organization from 125 employees to more than 350 with an increase in annual revenues from less than \$10M to more than \$40M. During this period successful IPO and European CB offerings strengthened the balance sheet from approximately \$3M in current assets to more than \$45M.

CORPORATION

CITY, STATE

Feb 85
to
Jan 86

Vice President

Workstations Business Unit Systems Group

Directed worldwide Business/Product Planning, Marketing Development, R&D and Manufacturing for Ethernet based Office Systems and Workstations generating more than \$200M in annual revenues. Completed the final design and successfully launched the 6085 Professional Workstation along with the Documentor (6085 with 4045 Laser Printer).

CORPORATION

CITY, STATE

Nov 83
to
Jan 85

Vice President

Western Operations Systems Marketing Division Xerox Systems Group

Directed western third of U.S. office and printing systems sales, service and support organization consisting of 250 personnel. Western Operations generated more than \$300M in annual revenues, achieving number one standing nationwide in 1984 for overall revenues, bookings and expense goal attainment.

Jul 81
to
Oct 83

Vice President

Decentralized Printing S.B.U. Printing Systems Group

Directed worldwide Business/Product Planning, Marketing, Product/Program management for distributed Laser Printing products (2700, 3700, 4045). Also responsible for Communications Front Ends, Electronic Publishing Software (XICS, XPS), and Product Programs.

NAME

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Feb 78
to
Jul 81

Manager, Planning

**Printing Systems Division
Information Systems Group**

Managed worldwide Strategic, Business and Product Planning. Directed the Product (Program) Management process leading to a complete array of Laser Printers, Scan-ners, and Publishing products that by March 1981 clearly established company leadership in Electronic Printing and Publishing.

CORPORATION

CITY, STATE

May 75
to
Jan 78

Region Manager

**Eastern Region
Data Systems Division
Information Systems Group**

Feb 72
to
Apr 75

District Manager

**Xerox Data Systems
Information Systems Group**

CORPORATION

CITY, STATE

May 69
to
Jan 72

District Sales Manager

**Data Systems
Information Systems Division**

CORPORATION

CITY, STATE

Jun 65
to
Apr 69

Sales Representative

**Philadelphia Petro/Chem Branch
Data Processing Division**

EDUCATION

UNIVERSITY

CITY, STATE

Jun 62
to
Jun 65

Completed studies for M.B.A. in Industrial Management while teaching full-time.

POLYTECHNIC INSTITUTE

CITY, STATE
