

BOB WILLIAMS

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bob@bob-williams.net www.bob-williams.net

Developer and leader of high-performance teams in diverse manufacturing, software, and technology industry segments. Successfully demonstrated expertise in start-ups, in turning around under-performing businesses, in channel management, in the building and maintenance of “C-Suite” business relationships, and in the development and implementation of high-growth profitable strategies.

SEQUENTIAL RESUME:

Honeywell Building Solutions	Sr. Business Consultant	2017 – Present
ABB	Global Sales Development Manager	2014 – 2017
Dingo SaaS Services	VP Global Sales, Marketing & Product Development	2008 – 2013
Intellection	General Manager, Americas	2007 - 2008
Leica Geosystems	General Manager/VP Americas	2003 – 2007
Invensys	Vice President Sales & Marketing	2000 – 2003
	Director of Product Management	1999 – 2000
Siemens	Director of Industrial Marketing	1997 – 1998
	Director Global Accounts	1993 – 1996
	Regional Sales & Distribution Mgr	1988 – 1992
	Territory Account Manager	1985 – 1987
British Oxygen	Regional Commissioning Engineer	1981 - 1985

US Army Veteran

University of MO at Kansas City

University of Kansas B.S. Business Administration

Liberty Theological Seminary M.A. Theology

LinkedIn Profile: <http://www.linkedin.com/in/bobwms>

Personal Website: www.bob-williams.net

EXECUTIVE LEADERSHIP / GENERAL MANAGEMENT

DINGO SOFTWARE Software (SaaS) predictive maintenance service model for global customers in Mining, Oil/Gas, Rail, Energy/Utilities, Hydro Power and Wind Energy.

Chief Business Officer, responsible for global Sales, Marketing & Product Development (*Canada, United States, United Kingdom, Australia*)

Developed and led multi-disciplined team, resulting in:

- >10% year-over-year revenue growth
- First \$9M multi-year service contract in the company's history
- >20% growth in new customers & markets
- >25% growth in length of customers' service contracts

INTELLECTION High-precision analytic laboratory solutions for mining site mineral measurement and analysis

General Manager, Americas' Region (*Canada, United States, Chile*)

Established new legal entities in North & South America and developed go-to-market strategy, resulting in:

- Established all functions required for new legal entities
- Recruited & lead sales, marketing & administrative teams
- Negotiated and closed acquisition of analytical sales & service company in Chile

LEICA GEOSYSTEMS Spatial measurement software and engineered solutions and services for customers in construction, agriculture, mining, surveying, and forensics markets.

General Manager/Vice President, P&L leader for Americas' Region (*Canada, United States, Mexico, Brazil, Chile, Peru.*)

Results:

- 130% revenue growth in four years (organic and acquisitions)
- 54% Growth of EBIT % of sales
- Restructured all channel agreements in North and South America
- Acquired and integrated several companies, competitor's distributor

SALES, MARKETING, BUSINESS DEVELOPMENT & PRODUCT DEVELOPMENT

HONEYWELL

Sr. Business Consultant

Design, manufacture, sell & service integrated building systems in multiple markets.

ABB

Sales Development Manager

Global ANSI Medium Voltage Distribution Control & Automation products & solutions and channel development.

DINGO SOFTWARE

Software (SaaS) predictive maintenance service model for global customers in Mining, Oil/Gas, Rail, Energy/Utilities, Hydro Power and Wind Energy.

Chief Business Officer, responsible for global Sales, Marketing & Product Development (*Canada, United States, United Kingdom, Australia*)

INVENSYS

Facility control, measurement, and metering software, products and services for commercial, industrial, institutional, and residential customers, including energy management, security, and HVAC products and systems.

Vice President Sales & Marketing of Energy Solutions (3 years)

Director Product Management, Building Control Systems (2 years)

(*United States, United Kingdom, Switzerland, Italy*)

Results:

- \$0 to \$20,000,000 revenue growth in integrated energy management systems business
- Integrated global management, marketing & engineering processes
- Developed “*Building for the 21st Century*” global buildings conference in London, UK. Recruited 65 industry and government presenters and sponsors from 24 countries. Serve as Conference Co-Chair

SIEMENS

Process and equipment software, products and services for measurement, metering, control, automation & power solutions for industrial commercial, & utility markets.

(*United States, Canada, Mexico, China, United Kingdom*)

Director Industrial Marketing (2 years)

Director Global Accounts / Sales (4 years)

Regional Sales & Distribution Manager (5 years)

Territory Account Manager (2 years)

Results:

- \$0 - \$2,000,000 revenue growth in start-up of new five-state territory for Siemens’ control and automation products
- \$18,000,000 - \$25,000,000 revenue growth as Regional Manager of 11-state controls and automation region
- \$0 to \$30,000,000 revenue growth by converting one of competitor’s largest customers
- \$30,000,000 to \$50,000,000 revenue growth by training and coaching corporate account managers in targeted marketed segments with customer projects in Canada, United States, Mexico, United Kingdom, China, and Brazil.

Current And Past Volunteer and Industry Affiliations:

- 4Kids of South Florida – Life Skills Mentor
- Advisory Board Member – *Ecotech Institute*
- Corporate Member – *American Wind Energy Association (AWEA)*
- Corporate Member – *Colorado Cleantech Industry Association (CCIA)*
- Corporate Member – *Mining Association of Canada*
- Corporate Member – *Colorado Mining Association*
- Advisory Board Member – *Advanced Mineralogy Research Center (AMRC)* - Golden, Colorado
- Chairman of the Board of Directors - *Continental Automated Buildings Association (CABA)*
- Founding Chair - *Intelligent & Automated Buildings Council*
- Executive Steering Committee Member - *Council on Tall Buildings & Urban Habitat (CTBUH)*
- Corporate Member - *British Council for Offices (BCO)*
- Co-Chair - “*Building for the 21st Century*” global buildings conference
- Industry Representative - *World Trade Center Task Force (CTBUH)*
- National Associate Member - *Building Owners and Managers Association (BOMA)*
- *Instrument Society of America (ISA)*
- *Profibus Trade Organization (PTO)*

Industry Presentations and Publications:

- NREL Wind Turbine Industry Workshop – “*Condition Monitoring*” - Denver
- U.S. DOE – “*Advanced Controls R&D Workshop*” – Washington DC
- “*Energy Summit for Large Commercial Buildings*” - Chicago
- “*Effective Energy Management in Buildings*” – PowerWorld Chicago
- “*If I Only Had a Brain*” (Integrated Buildings Strategies) – Security Products Magazine
- “*Effective Energy Management Roadmap*” – Intelligent Buildings Society - Seoul, Korea
- “*Future Trends in Intelligent & Integrated Building Technologies*” – BuildingsNY Conference – New York City
- “*Building for the 21st Century*” – Global Buildings Conference – Conference Co-Chair
- Leadership Profile – The American Surveyor Magazine, October 2006

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