
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, turning around under-performing businesses, channel management, 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 – 2020
ABB	Global Sales Development Manager	2014 – 2017
Dingo SaaS Services	Vice President Sales, Marketing Product Development	2008 – 2013
Intellection	General Manager, Americas	2007 - 2008
Leica Geosystems	General Manager/VP Americas	2003 – 2007
Invensys	Vice President Energy Solutions Director of Product Management	2000 – 2003 1999 – 2000
Siemens	Director of Industrial Marketing Director Global Accounts Regional Sales Manager Regional Distribution Manager Territory Account Manager	1997 – 1998 1993 – 1996 1992 - 1993 1988 – 1991 1985 – 1987
British Oxygen	Regional Commissioning Engineer	1981 - 1985

International Experience:

Americas:

USA, Canada, Mexico, Brazil, Chile, Peru,

Europe:

Germany, Italy, Germany, Switzerland

Asia/Pacific:

Australia, China, Korea, Singapore

US Army Veteran

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

Current and Past Volunteer and Industry Affiliations:

- 4Kids of South Florida – Life Skills Mentor
- City Union Mission – Meals Volunteer
- Denver Rescue Mission – Meals Volunteer
- 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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Detailed CV & References Available on Request