

---

Results-driven leader with repeated success driving product innovation, new business revenue, and profitability for high-growth companies in the energy and chemicals industries. Talent for employing advanced financial and predictive modeling (e.g., IRR and NPV calculations) to inform strategic decision making. Proven ability to quickly master new concepts and technologies. Fluent in Hebrew, Romanian, and Hungarian.

## Areas of Expertise

- Entrepreneurship
- Strategic Planning and Forecasting
- Product Development and Launch
- New Business Development
- Contract Negotiations
- Customer Satisfaction and Retention
- P&L Management
- Cost Reduction and Avoidance
- Account Management and Growth
- Strategic Partnerships / Alliances
- Key Performance Indicators (KPIs)
- Mergers and Acquisitions (M&A)

## Career Experience

---

Rubber Labels USA, Milford, CT

*Acquired and relocated to CT the Rubber Labels division from Lanxess, 4x efficiency improvement and 2x revenue growth in three years.*

### **OWNER - CEO** (July 2019 to Present)

Started from ground up in the rubber and labeling industry and managed all aspect of the new business venture. Optimized and automated label production to enable acquiring higher volume accounts. Evaluated and implemented several new printing technologies with a focus on rubber substrates and refocused the company on technology integration and product innovation. Relaunched the website and increased the market visibility by customer mapping, marketing, and direct emailing communication. Engaged customers to bring new products to market.

- ♦ Doubled revenues and profit in three years with a reduced headcount through automation and outsourcing.
- ♦ Increased process efficiency and quality to drive new customer acquisition.
- ♦ Increased profitability through process optimization.
- ♦ Engaged UConn engineering team in projects to drive automation.

Lanxess Corporation (f.k.a. Chemtura Corporation), Shelton, CT

*Provide executive-level leadership with full P&L accountability for three profit centers generating a combined \$145M in annual revenue (\$36M in EBIDTA) for a specialty chemicals company.*

### **SENIOR PRODUCT MANAGER** (September 2014 to December 2018)

Manage global assets in five manufacturing plants across four continents with significant focus on achieving material margins growth through price optimization and risk mitigation. Oversee a five-member team consisting of Product Managers and an Analyst.

- ♦ Increased material margins by 3% YoY through supply agreement price optimization.
- ♦ Designed financial models and agreement structures and assisted the sales teams' negotiation efforts resulting in the closing of 10+ new supply agreements (20% of all revenues).
- ♦ Implemented a global asset optimization strategy involving \$2M in capital improvements resulting in a 20% capacity increase and the generation of \$2.7M in incremental material margins.

*continued...*

- ♦ Instituted quarterly business reviews to align KPIs with corporate customer satisfaction / revenue goals leading to a 98%+ on-time delivery rate, an 80% decrease in slow moving inventory, and a \$1.5M reduction in logistics costs.

Air Products and Chemicals, Allentown PA

*Served in two customer-facing business development positions at a company specializing in atmospheric and process gases, equipment, and services.*

**ACCOUNT EXECUTIVE** (September 2011 to September 2014)

Managed over a \$150M client portfolio consisting of four major refinery and chemical companies to ensure exceptional service delivery and maximize client satisfaction and retention.

- ♦ Aggressively pursued growth targets and increased annual portfolio revenue by \$12M (8%).
- ♦ Closed a \$36M new business opportunity by implementing a first-of-its-kind cross-tie technology for a major refinery to maintain pipeline pressure during extreme pressure changes.
- ♦ Negotiated and won five opportunities with existing clients for a combined \$80M in net present value (NPV) by leveraging customer relationships to secure upsell opportunities.
- ♦ Produced a \$1M+ productivity improvement through the development of an asset-based P&L management strategy and identifying cost reduction opportunities.

**COMMERCIAL DEVELOPMENT MANAGER** (February 2007 to September 2011)

Initiated and led the development of a large-scale energy storage technology based on a proprietary reversible air liquefaction process. Co-authored three patents in the liquid air energy storage field.

- ♦ Directed the development of a new bulk energy storage solution that was recognized as a Top 15 Utility Technology by the Clean Technology and Sustainable Industries Organization (CTSI).
- ♦ Managed a \$4M project that created a liquid organic hydride compound (LOHC) hydrogen storage technology including the development of a discovery-driven planning methodology for early-stage innovation and the technology's intellectual property strategy.

Additional Experience

**Associate Consultant** (2004 to 2007) ■ ECG Consulting Group, Latham, NY

**Senior Marketing Analyst** (2003 to 2004) ■ Applied NanoWorks, Troy, NY

## **Education**

---

Master of Business Administration in Entrepreneurship

*Rensselaer Polytechnic Institute, Troy, NY*

Master of Science in Physics

*Racah Institute of Physics, Jerusalem, Israel*

Bachelor of Science in Physics

*Babes-Bolyai University, Romania*