

DAVID M. SHEDD

President – CEO – COO Consistently Delivering Growth, Improving Operations, and Developing Winning Teams

Newport Beach, CA 92660 · DavidShedd@Cox.Net · 480-734-0569 · www.MoveYourCompanyForward.com

- Ten years of success **as President of an up to \$200M group of manufacturing and services companies** in building materials, telecommunications, infrastructure, and environmental products.
 - **Average ROI in last six years of 34.6%**, exceeding budgeted profit and cash flow goals each year.
 - **Generated \$62M in new revenue growth** by developing customer and market presence, repositioning existing product lines, and introducing new products and services.
 - Led three business **turnarounds improving profits by \$12.2M** on combined sales of \$38M.
 - Initiated and led business **start-up growing it to \$30M** in annual revenues with **100%+ ROI**.
 - Established **M&A experience with 20 acquisitions** exceeding \$300M in value with the lead role in eight.
- Wharton MBA (top 5% of class).
- Authored two books on business success and business leadership.

Attributes: Business Savvy, Does What He Says, Decisive and Action Oriented, Passionate about Developing Team

- Deliver Profitability/ Improve ROI
- Sales / Account Management
- M&A/ Business Development
- Operational Excellence
- P&L Management
- Market/ Product Development
- Turnaround
- Change Management
- Business Growth
- Business Start-Up
- Operational Improvement
- Leadership Development

PROFESSIONAL EXPERIENCE

President, WINNING B2B LEADERSHIP, Newport Beach, CA

Advised more than 25 small and middle-market B2B clients (both domestically and international)

- Focus on delivering growth (business development, sales and marketing, M&A), improving operations / turnarounds, building successful teams (people development, cultural change).
- Active in manufacturing, telecommunications, environmental products, and B2B software.
- Authored **Build a Better B2B Business** and **110% Success**.
- 100+ blogs on business success and business leadership with over 110,000 reads.

2010 – Present



OLDCASTLE PRECAST, INC., Auburn, WA

\$900M subsidiary of CRH plc., a global producer and distributor of building material products and related services.

1995 – 2010

COO and Senior Vice President, Phoenix, AZ (1999 – 2010)

As part of 8-person senior management team, set strategy and initiated, designed and oversaw major corporate-wide initiatives, including profit improvement programs, safety culture overhaul, and MIS system roll-out.

President, Central Division, Phoenix, AZ (2009 – 2010)

Led and strengthened nine manufacturing, services, and distribution companies (13 locations in the Central US) serving infrastructure, telecommunications, energy, and environmental markets. Peak sales of \$180M with 550 employees.

- **EBITDA of \$26M exceeded budget and ROI exceeded 25% (increasing year over year)**, despite 26.8% drop in demand.
- More than **\$1.0M improvement in direct labor efficiency** through implementation of lean production/ kaizen.
- Year over year, **the safety recordable rate decreased by 42%** to 2.2 (61% less than the industry average). Lost time accidents declined to zero.

President, National Division, Phoenix, AZ (2006 – 2008)

Grew and improved seven manufacturing and services companies (10 locations) serving telecommunications, commercial building, infrastructure, environmental, energy and government markets. Peak sales of \$199M with 530 employees.

- **EBITDA increased by \$6.6M to \$24M. Average ROI of 44%.**
- For declining product line, oversaw five successful new product developments and penetration of five new market segments. **Sales from these new products and markets increased from \$4.1M to \$26.2M.**
- Re-vitalized national sales and account management with lead role in negotiating with and managing the largest corporate customer (\$25M in sales). Sales increased by 58% and were extended to two new regions.
- Acquired money-losing company in mid-2006. Restructured operations and introduced two new product lines, leading to a **\$1.3M profit improvement**. By YE 2009, cumulative cash flow equaled 90% of acquisition price.
- Conceived, designed and taught a broad curriculum of general management, leadership, sales and production training classes at all levels of the organization. **From 2005 to 2009, employee productivity improved 32%.**

President, Telecommunications Division, Los Angeles, CA (1999 – 2005)

Turned around and led four telecommunications equipment manufacturing and services companies through the telecommunications bust increasing sales from \$28M to \$50M while the overall market declined sharply.

- Turned around money losing operation through improved production, material handling, project management, and customer service. **Result: yearly profits improved by \$3.0M.**
- In late 2002, acquired distressed company as opportunistic entry into a new market. Consolidated operations, slashed costs, improved production, sales and customer service. By 2004, **profitability had improved by \$7.9M.**
- In 2002, started a turnkey services business as complement to product offerings and to tighten relations with customers. **Result: peak revenue of \$30.3M with ROI greater than 100% each year from 2006 to 2009.**
- Led first successful implementation of ISO 9001 quality certification in the industry.

Vice President, Development, Los Angeles, CA (1995 – 1999)

Led business development, M&A, and strategic planning as group sales and profits tripled with sales reaching \$550M.

- Prospected and evaluated more than 200 potential acquisitions and investments; **completed eight acquisitions of companies (21 facilities) with the lead role in six of the acquisitions.**
- Led three Greenfield manufacturing plant start-ups and facilitated eight major plant expansions.
- Expanded business internationally: acquired, integrated, and oversaw polymer company in Quebec, Canada; spearheaded corporate development initiative in Mexico.

OLDCASTLE, INC., Los Angeles, CA

1994 - 1995

Assistant Vice President, Development

Assisted in developing corporate strategic plan. Provided corporate level financial and acquisition analysis and support.

TRW INC., Cleveland, OH

1990 – 1994

\$8B U.S.-based multinational. Three business segments: automotive parts, space and defense, and credit reports.

Finance and Strategic Planning Positions, U.S. and Germany (1990 – 1994)

Various line and staff positions at corporate headquarters in Ohio, in the seatbelt business in Germany, in the space and defense business in Los Angeles, in the credit business in Orange County, CA, and in the airbag business in Michigan.

EDUCATION

The Wharton School, University of Pennsylvania, Philadelphia, PA.
MBA in Finance and Multinational Management with Distinction
Palmer Scholar (Top 5% of class)

Williams College, Williamstown, MA
BA in Mathematics, Graduated *cum laude*
 President of Residential House, Captain of Swim Team

Proficient in German and Italian languages, with some French and Spanish