

## XXX-XXXXXX XXXXXXXX

### TECHNOLOGY ASSESSMENT, INNOVATION MANAGEMENT & BUSINESS DEVELOPMENT, NEW PRODUCT IDEATION, EXTERNAL & INTERNAL RESOURCE DEVELOPMENT, EMERGING TECHNOLOGIES

---

Hudson, Ohio | xxx-xxx-xxxx | xxxxxxxx@gmail.com | LinkedIn URL here

**Proven results oriented technology innovator in advanced materials with an established career on building technical solutions to existing technologies that has resulted in significant sustainable corporate revenue growth.** A track record of possessing a consummate business development, planning and corporate project management acumen. Trusted and well-respected amongst colleagues and peers – creative, open-minded, holds high ethical standards with an innovative mindset and entrepreneurial spirit who is fair minded in tense situations with excellent diplomatic negotiation abilities.

#### Competencies that Drive Strong Business Outcome

---

Corporate Innovation | Research & Development | Start-Up Capitalization & Organization | Solutions Advancement | Business Development | Technology Venture Innovator | Product Management | Technology Development Planning & Assessment | Mergers & Acquisitions | Business & Capitalization Strategy | White Technology Space | State of the Industry Valuation Metrics | SWOT Analysis | P&L

#### A Career of Delivering Increased Profits and Stakeholder Value

---

Xxxx xxxxx, LLC.

2012 – Current

**RESEARCH & DEVELOPMENT MANAGER of Non-Metallic Material Sciences for Use in Primary Markets of Extreme Environment Products** for this leader in the acid-proof construction of processing vessels - hydrometallurgy and chemical processing.

☐ **CHANGE MANAGEMENT**—Turned around the company to think as an innovator approach to business; defined the capability of the company both internally & externally through full pipeline development, road mapping, corporate strategy planning and greater focus on the overall mission. Developed financial metrics such as Net Present Value (NPV) and the Internal Rate of Return (IRR) calculations.

☐ **R&D, OPPORTUNITY & ASSESSMENT**—Works alongside upper management & marketing for technology assessment of acquisition prospects and development opportunities. Recognizes & creates projects to develop new technologies that explore and meet core, adjacent and white space market space opportunities. Identifies and expands the R&D platform; leads the team toward increased revenue growth.

☐ **RESOURCE PLANNING, REVENUE & RELATIONSHIPS**—Guides the technology pipeline and coordinates open source innovation, internal corporate knowledge sharing and University collaborations for greater revenue capabilities.

xxxxx CORPORATION

2011 – 2011

**DIRECTOR OF TECHNOLOGY ASSESSMENT with Responsibilities to Conduct Assessment of SWOT Cases Across 7 Business Units** - Assessment and categorization from acquisition to partnership of new opportunities partnerships of all technologies to move the company into a culture leader for global filtration and separation technology.

☐ **COMPREHENSIVE GROWTH**—Recognized, evaluated, classified and presented opportunities in technologies for best practices of merger & acquisition, key partnership development, academic sponsorship and sales relationships.

☐ **TEAM MANAGEMENT**—Helped develop business protocols for newly formed department “New Product Ventures”. Oversaw sponsors and upper management.

☐ **DATA, ANALYSIS, TECHNICAL**—Expert at ‘Intellectual Property Search Engines’, data mining and analysis (classification schemes), professional level knowledge of Goldfire, Innography, Thomson Reuters, USPTO and Derwent.

Xxxx xxxxx, LLC.

2010 – 2011

**RESEARCH DIRECTOR (CONSULTANT) Hired to Conduct a Full-Cycle Assessment of the Technologies & Processing Equipment Post the Acquisition/Joint Venture from Sherwin Williams to Altairnano for the production of Nana Titania.** Successfully met the goal of the plant relocation from Nevada to Ohio - deliverables encompassed a multi-faceted set of research, planning and execution – establishment of new plant was successfully complete within 9 months and is currently vital and active.

☐ **PROCESS & SYSTEMS**—Worked in partnership with a team that included the former Technology Director and M&A Executives to develop a ‘plant and equipment process flow’ that resulted in fully equipping the new plant.

☐ **PRODUCT USE AND VIABILITY**— Identified and evaluated the capability of each processing module to determine the best approach for use (sell, scrap and production usability).

☐ **LOGISTICAL PLANT RELOCATION**—Coordinated and supervised all logistics related to transporting the entire product modules from Reno, NV to OH. About 35 major pieces of equipment moved and installed (particle size reduction, spray dryers, analytical, chemical processing, etc. New Cleveland Plant has about a 400 ton/year capacity.

### An Early Career of Entrepreneurial Success

Xxxxxxxxx xxxxxxxx xxxxxxxx INC. (SAM)

1993 – Present

**FOUNDER, SERIAL ENTREPRENEUR of this Advanced Materials Science Consulting, and Start-Up Business Generator** that resulted in 5 additional start-ups morphing into a springboard enterprise of 70+ completed projects.

☐ **Stanton Advanced Materials Inc.—(1993 - 2000) Technical Consulting & Start-up Incubator (1996 - Current).** Business acquisition, employee training, process design, manufacturing scale-up, raw material acquisition and qualification, and creation of distribution network for spent raw materials.

☐ **HD Proppants LLC.—(2012)** Development of distinctive processing art for the coating and production of high strength proppants for fracking.

☐ **ProVee Technologies LLC.—(2011)** Technology development efforts with polymer/ceramic foam for shock absorbing inserts in football helmets and other sports applications. Recently endorsed by the Pro Football Hall of Fame.

☐ **Stanton Advanced Ceramics LLC.—(2001 – 2010)** Drove the strategic plan towards sustainable profitability for this start-up. Developed and marketed thermal shock ceramics applied to steel and aluminum refractory applications. Company experienced technology growth, secured multiple capital investments and Pa broad patent portfolio – later investors sold assets and the company dissolved in 2011.

☐ **Apex Advanced Technologies LLC.—(1996)** Spearheaded the technology/capitalization planning & development, business strategy. originated relationships with service providers and 2 University partners as well as key driver of developing the relationship with known production professional, Dennis Hammond who later became a partner and then president of the company following a mutual ‘buy out’ of my position. Operations are active and profitable. Currently on the Board of Managers.

☐ **Terraco Technologies LLC.—(1995)** Self-funded & supported by small investor groups. Client: NASA.

**PCC AIRFOILS, INC.— A Division of a \$7B Casting Company, Cleveland, Ohio**

1991 – 1993

**SENIOR DEVELOPMENT ENGINEER as the Leader of Several Corporate Innovations and Patents** – Helped save the company from closure through the creation of binder system and processing method for ceramic and metal particles patent with \$500M+ of revenue being generated cumulatively since 1993. Patent rights sold to Penn State; developed as a license with 16 licenses sold with 12 new companies launched- aggregate revenue from licensees is about \$1.2B. (1996-2017)

**NASA-GLENN RESEARCH CENTER—Aerospace Materials Research in The Department of Ceramics**

1987-1989, 1991

**TECHNICIAN III**

**DISTINGUISHED RESEARCH ASSOCIATE**

☐ NASA-Glenn sponsored Master’s Project (at CWRU) in 1989. Selected to become part of an effort to commercialize the technology in 1991 with a NASA-sponsored research and development project.

**H. B. FULLER COMPANY— A \$1.2B Adhesives, Sealants, and Coatings Company in St. Paul MN.**

1983 – 1987

**CHEMIST | AREA TECHNICAL MANAGER | TECHNICAL CONSULTANT**

☐ Selected into management training program. Performed corporate research and development over 18 months and two years as a technical manager. Received educational leave to pursue a graduate degree with guaranteed reemployment.

---

## Education & Professional Development

---

M.S., Macromolecular Science, Case Western Reserve University – Cleveland, Ohio, 1989

B.A. Chemistry, Miami University – Oxford, Ohio, 1982

---

## Patent History

---

- xxx. Method and binder for use in powder molding. U.S. Patent 5,332,537, Issued 7/26/1994.
- xxx. Binder system and method for particulate material. U.S. Patent 6,093,761, Issued 7/25/2000.
- . Binder system & method for particulate material (cont.). U.S. Patent 6,204,316, Issued 3/20/2001.
  - . Binder system & method - particulate material w/ debind rate control additive  
U.S. Patent 6,376,585, Issued 4/23/2002.
  - . Binder system & method for particulate material cross-referenced to related applications.  
U.S. Patent 6,846,862, Issued 1/25/2005.
  - . Thermal shock resistant ceramic composites. U.S. Patent 7,081,294, Issued 7/25/2006;  
U.S. Patent 7,488,544, Issued 2/10/2009; U.S. Patent 7,666,344, Issued 2/23/2010.
  - . Reinforced Ceramic Refractories. U.S. Patent 8,092,928, Issued 1/10/2012.
    - . Impact Absorbing Foam. U.S. Patent 8,883,869, Issued 1/11/2014.
- . Composition as a Mortar or Coating for Refractories. U.S. Patent 9,272,954, Issued 3/1/2016.
  - . Impact Absorbing Foam. U.S. Patent 9,365,692. Issued 6/14/2016.

---

## Affiliation & Volunteer Service

---

American Ceramic Society (ACerS), Member, 1989-Current

Case Alumni Association (CAA)

Volunteer 1998; Chairman Futures Committee 2002-2006;

Director 2004-2008; Invited Speaker 125<sup>th</sup> Reunion, 2010; Director 2011-Current

Canton Chamber of Commerce, Education Committee, Volunteer, 2014- Present

E-Prep Academy, Urban Entrepreneurship Charter School, Volunteer, 2007

---

## Languages

---

Bilingual English, German

---