**JACK ROBERTS**

(949) 295.0611 3604 Lacoste Dr

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**EXECUTIVE**

Board Member; President & CEO; VP Sales; VP Operations

Energy, Electrical, Manufacturing, Industrial, Construction, Manufacturer’s Rep, Distribution

Self-driven, Multifunctional, Strategic, Result Oriented Executive with 20+ years of combined experience, of which ten years is with private equity, across a broad range of industries with full P&L responsibility leading organizations ranging in $10 million to $300 million in revenue, supporting employees globally of more than 1,200 at a time. Exceptional track record of developing profitable top-line sales driving the bottom-line EBITDA, working effectively with people through leadership while training and developing others, providing long-term motivation.

A Creative, Forward-Thinking Executive with the rare ability to fit into a great many cultures and environments, able to sell others on a variety of ideas and concepts, and at ease with making presentations to both large and small groups. A candidate who is passionate about continual learning which has developed into a credible and trusted technical knowledge base, actively looking to leverage expertise gained through experience.

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| --- | --- |
| * Skilled in Mergers & Acquisitions | * Accomplished in B2B Sales |
| * Analytical, Data-Driven, Critical Thinker | * Proficient with CRM’s |
| * Strong Financial Acumen | * Excellent Communicator & Negotiator |

**CAREER HISTORY**

**RPP Holdings LLC** Oct 2010 – Current

Operating Partner

**Power Partners Inc**

Board Member, President & CEO

Athens, GA

* **Implemented transformational change** through innovative redesign of 100% of all manufactured products using the newest technology improvements for both raw materials and processing equipment, resulting in a double-digit reduction in COGS driving the highest profitability in the company in over a decade, delivering **increased EBITDA by 3X**
* **Successfully negotiated and closed** multiple blanket contracts worth **millions in annual sales** with multi-year contracts with the nation’s largest utilities and distributors.
* **Significantly improved cash conversion cycle** to 21 days, reducing it from 45 days plus. Increased ABL credit lines, adjusted credit terms with supply base, and reduced inventory on hand which increased cash-flow for operations.
* Energetically lead teams that designed and implemented two completely new manufacturing lines, delivering results in safety, quality, on-time delivery, and increased flexibility and capacity which **generated millions of dollars of savings per year**.
* Developed relationships in the economic community, leading to approval by the Georgia Economic Development Department for the state-funded Quick Start Program.
* Actively set strategy and objectives with management, **building a culture of trust and transparency** from the bottom up. Developed KPIs, reporting on a daily level in operations, with a formal report out monthly across the organization. Provided continual feedback with areas of focus and celebrating success.

**Hamilton Scientific LLC**

President & CEO

Green Bay, WI

* **Efficiently and Effectively** completed a complete carve-out in under six months to become a stand-alone operating company as a result of acquisition from Thermo-Fisher.
* **Rebranded and reimaged** the laboratory space with start of the art designs, reducing time to market, improved product reliability,ease-of-use, multi-functional equipment, and innovative software available to all lab architects and designers **personalizing the experience**.
* **Rolled out a go-to-market strategy,** focused on two markets building a robust third-party dealer network, as well as, an **M&A roll-up** of HS owned dealerships supporting local contractors and architects in critical markets providing a superior customer experience.
* **Consolidated operations,** reducing the total cost of manufacturing operations by merging a total of four facilities into three.
* **Orchestrated sales strategies globally,** supporting offices in Asia, Middle East, UK, Latin America, and North America providing leading customer service ensuring we exceeded the needs of our customers with timely, local response with a deep understanding
* **Cultured Relationships,** resulting in a $550K grant from the state of AR signed by Governor Mr. Beebe.
* **The PE-Backed Company** sold its assets while realizing more than a **5X ROI** as a result of the turn-around.

**Pacific Crest Transformers**

Medford, OR

* **Completed** a workout from special assets, **successfully** negotiated a new line of credit with Key Bank providing the appropriate working capital requirements.
* **Inspired a passionate organization,** building a business from $10 million in sales per year to over $50 million in annual revenue resulting in double-digit EBITDA margins.
* Transformed the business from a me-too product to an **Engineered Solution provider** selling the transformer you need at the value you expect while increasing profitability. Rebuilt the sales rep network from a utility focus to a C&I intuitive capturing a niche market that supported and understood the values of the organization.
* Grew operations to support **increased sales,** building an additional manufacturing location in MX, and increasing engineering capabilities with partners in India.
* Negotiated a **5-year supply agreement** with the largest electrical systems provider to supply engineered liquid-filled transformers with annual sales set to reach $15 million per year.

OTHER EXPERIENCE

**Midwest Center for Stress and Anxiety** Mar 2009 – Aug 2010

Chief Operations Officer, Chief Financial Officer

**Gecko Alliance** Jul 2007 – Mar 2009

Vice President, US

**Morris National** Feb 2005 – Dec 2006

Chief Operations Officer

**Pentiar** Jan 2003 – Dec 2004

General Manager, Business Unit

**HON Industries** Feb 1999 – Dec 2003

Factory Manager (2001-2003)

Manufacturing Engineer (1999-2001)

EDUCATION & TECHNICAL SKILLS

United States Navy Nuclear Academy

Nuclear Engineering

Anderson School of Business, UCLA

Executive Program