

# ROBERT PAGE

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## SENIOR-LEVEL EXECUTIVE CORPORATE STRATEGY, DEVELOPMENT, & IMPLEMENTATION

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### PROFILE & VALUE

**Effective and accountable in high-profile executive roles**—Overcome complex business challenges and make high-stakes decisions using experience-backed judgment, strong work ethic and irreproachable integrity. Respected as a proponent of empowerment and accountability.

**Corporate Strategy & Development Specialist**—Characterized as a visionary, strategist and tactician. Consistent record of delivering extraordinary results in growth, revenue, operational performance, and profitability. Heavy transaction background including startup financing, mergers and acquisitions, and sale of company.

**Consistently deliver mission-critical results**—driven by a visceral “hard-wired” need to strategize, to innovate, and to disprove the words “It can’t be done!” Gifted with the vision, determination, and skills needed for high-level revenue-building strategies and tactics.

**Strong orientations in operations and finance**—Participate in high-level operational initiatives, including infrastructure design, process reengineering, turnaround management, and reorganization. As an innovative investor use instincts, insight, judgment, and timing to succeed no matter how tough the deal.

**Respect and leverage human capital**—motivate, mentor and lead talented professionals. Live the culture and lead by example. Direct cross-functional teams using interactive and motivational leadership that spurs people to willingly give 110% effort and loyalty.

### QUALIFICATIONS & EXPERTISE

Visionary, Strategy, Execution & Leadership  
P/L & Performance Improvement  
Mergers, Acquisitions & Divestitures  
Startup, Turnaround, Change  
Capitalization Strategies  
Due Diligence, Deal Structuring & Negotiations  
Financial & Legal Transactions  
Purchasing & Negotiating Skills  
Risk Management & Inventory Control  
Cost Analysis, Reduction & Control  
Growth Management & Business Development  
Product Development & Rollout  
Quality & Continuous Improvement  
Investor, Analyst & Board Relations  
Executive Advisory & Decision Support

### PROFESSIONAL EXPERIENCE

**Mariner Technologies, Inc, North Haven, CT** 1999 to Present  
*Management Consulting Firm —Retained by Startup and First Stage Enterprises in the US*

#### PRESIDENT & CEO

Primary driving force behind the acquisition of National Ribbon Company, a \$500,000 manufacturer losing considerable market share. Reengineered business processes, redesigned commercialization plan, and instilled urgency for financial discipline. Directed financial and legal negotiations, and accomplished profitable sale of company in 2006.

#### Management & Leadership Successes

- Developed productive sourcing relationships throughout North America and China. Result: Capitalized on growth opportunities through development and launch of new product line.
- Captured a 40% reduction in inventory through process redesign and optimization.

**Pioneer Associates, LLC, North Haven, CT** 1993 to 1999  
*Management Consulting Firm—Retained by Startup, Small-Cap and Mid-Cap Companies in the US*

## PRESIDENT & CEO

Managed start-up of independent firm specializing in the delivery of a full-range of consulting services—strategic business planning; strategic finance; corporate strategy, development and financing; organizational design; operational and financial turnaround; and market strategy and research. Identified and acquired new business, and managed all aspects of the project lifecycle—from scope of work through provision of deliverables, follow-up, and relationship management—for large-scale, long-term projects. Engaged by corporate clients representing a broad-range of industry sectors.

### Representative Engagements

- Retained by US-based client of a \$25 million robotics company to advise and participate in creating a business plan, raising capital, and executing a facility expansion project.
- Retained by US-based client of a \$4 million power conversion company to advise on acquisition by a larger competitor.

### Elgin Electronics, Erie, PA

1989 to 1993

*\$16 Million, Privately Held Company—Designer, manufacturer, and distributor of power systems for the telecommunications industry—Subcontract manufacturer for the medical diagnostics and semiconductor industries*

## PRESIDENT & CEO

Leveraged entrepreneurial orientation and expertise in corporate transactions to acquire Elgin Electronics via an LBO. Initiated a full reengineering of company's operation and marketing strategy. Restored financial controls and operating efficiency. Grew annual revenue from \$12 million to \$16 million, and improved EBIT from -\$1.5 million to \$800,000. Held full P&L responsibility. Administered and controlled all capital and expense budgets. Provided leadership to six senior managers and indirect oversight to 250 employees.

### Management & Leadership Successes

- Led the development and launch of first solid state power conversion device, increasing sales by \$2 million per year.
- Negotiated multimillion-dollar manufacturing agreements with IBM, Fujitsu and TIE Communications.
- Spearheaded effort for ISO 9000 certification.
- Instituted "best practices" reducing inventory by 37% while increasing sales.

### Combustion Engineering, Inc, Stamford, CT

1979 to 1989

*\$4 Billion, Public Company—International manufacturer of industrial equipment for the energy generation industry*

## DIVISION COUNSEL

Served as lead counsel regarding mergers and acquisitions, divestitures, and financial transactions ranging from \$700,000 to \$7 million. Negotiated, structured, and documented high-profile joint ventures and licensing agreements with international partners. Provided legal advice to senior executives and Board of Directors on complex business matters.

## EDUCATION & CREDENTIALS

**MBA — Marketing** (GPA 3.8), Case Western Reserve University, Cleveland, OH

**JD — Law** (GPA 3.75), Loyola University of Chicago, Chicago, IL

**BS — Mathematics** (GPA 3.9), US Naval Academy, Annapolis, MD

## PROFESSIONAL AFFILIATIONS

Member, Connecticut Business and Industrial Associations (CBIA)

Member, Connecticut Venture Group

Member of the Bar, US Supreme Court

Instructor, Connecticut Correctional Institution