

ROBERT J. GREENWOOD

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CEO — COO

Accelerated Profits, Productivity, & Cost Containment With Technology & Process Upgrades
Carnegie Mellon MBA who applies quantitative and qualitative analyses to elicit top results from employees, technology systems, vendors, & partners

Strategic, analytical executive facilitating 72% rise in net income over 9 years by employing “get it done” approach that invigorated profits and heightened productivity. C-level leader with reputation for creating turnarounds, resolving stagnant approaches, and uncovering hidden solutions. *Open to selective relocation.*

Strategic Leadership | IT Solutions | Capital Planning | Operations Improvement | P&L
Cost Control | Change Management | Process Efficiency | Asset Management

Boosted revenue with new product lines and dashboard data for executive decisions in COO-level role.

- ▶ **Rapid, 280% rise in revenue** with supports including capital equipment procurement for contracts and enhancements to strategic decision-making—streamlining operations and building large-company mindset.
- ▶ **\$7M+ sales increases** through product engineering advancements at electronics firm, with President’s Award for outstanding achievement.

Slashed across-the-board costs, producing multimillion-dollar savings and faster processing.

- ▶ **Nearly \$1.1M savings to date** by orchestrating mutually beneficial asset repair program, serving as CEO to incorporate incentive/savings split that prevented expense volatility and offered shared overage benefits. Set contract terms by identifying existing rates for comparison.
- ▶ **\$480K savings (cut 2 FTEs)** with resolutions to continual payroll reporting problems by restructuring field-to-office interactions and improving cash flow with Web-based field timesheet reporting.
- ▶ **Project bid system standardization** and transformation that reduced errors with software incorporating process controls, consistent pricing, better flexibility, and bid evaluation. Exceeded 3-month installation goal.

Spearheaded operational and financial direction at emerging and Fortune-ranked companies.

- ▶ Oversight of **\$30M, 24/7/365 operation** at International Paper, coordinating all maintenance and staffing needs. Pushed machine efficiency to 80%+ and drove Lost Time Incident Rate and union grievances to zero. Exceeded budget with first-ever P&L analysis, working with IT group to obtain daily figures.
- ▶ **Interim CFO responsibility** for managing financial reporting and operations. Analyzed cash flow in preparation for capital funding requests; quickly identified and resolved account allocation issues.

EDUCATION

Master of Science in Industrial Administration (MBA)
Carnegie Mellon University

Production / Operations Management / Finance
Graduate School of Industrial Administration

Bachelor of Science
University of Minnesota

Mechanical Engineering
Minneapolis, MN

PROFESSIONAL HISTORY

VP Operations / Strategic Executive

Meritus Infrastructure Corporation, 2001 – Present

Printing Papers Inventory Manager

International Paper, 1999 – 2001

QA Manager, Team Leader, Technical Services Manager

International Paper, 1995 – 1999

Business Operations and Planning Associate

International Paper, 1994

Engineering Section Supervisor/Senior Product Engineer

Arrow Electronics, 1987 – 1993