

KEITH BROWN

C-LEVEL BUSINESS LEADER
BUSINESS & COMMERCIAL DEVELOPMENT EXPERT

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EXECUTIVE PROFILE

Executive Leadership

Vision, Strategy & Execution

Development & Leadership

Startup, Turnaround, Change

Divisional & Regional Leadership

Capitalization Strategy

*Deal-Making –
Financing, Strategic Partnership*

Venture Financing

*Global Sales, Marketing, &
Distribution*

*Process & Performance
Improvement*

Product Development

Product Rollout & Management

Consumer & Institutional Sales

Team Building & Leadership

Channel & Account Management

Technical & Clinical Affairs

Regulatory Compliance

Relationship Management

Internal Relations

Customer Relations

High-performance C-level executive with Fortune 100 / advanced technology experience.

Consistent success in maximizing corporate performance. Drive growth, generate revenues, capture market share, improve profits, and enhance value in domestic and international markets. Mentor, motivate, and lead high-performance business, sales, marketing, product management, and development teams. Value proposition includes:

Effective and wholly accountable in high-profile executive roles.

Overcome complex business challenges and make high-stakes decisions within fast-paced, high-pressure environments using experience-backed judgment, innovation, strong work ethic, humor, and impeccable integrity. Respected as motivational, lead-by-example manager, change agent, and proponent of empowerment and accountability.

Visionary thinker with global perspective and entrepreneurial drive.

Key contributor to enterprise-level planning and decision-making. Valued advisor and requested consultant to board members, investors, and top-tier executives. Recently conceived and executed corporate strategy, raised funds, and secured in/out technology license agreements for capturing lead market position in the emerging proteomics arena.

Strong orientations in operations and finance.

Participate in high-level operational initiatives—infrastructure design, process reengineering, turnaround, reorganization, business / product integration—for stand-alone businesses, subsidiaries, divisions and strategic business units—startup, rapid growth, and culture change.

Corporate and business development expert. Marketing strategist and tactician.

Secure feasibility, development, and commercial partner agreements. Spearhead successful market penetration / product launches for emerging technology companies and multinational Fortune 100 R&D, manufacturing, and global distribution enterprise. Open new markets / accounts, launch products, drive growth, generate revenue, win market share, improve margins, and manage teams' peak performance.

Experienced in advanced technologies and product development.

Instrumental in identifying, designing, leading development, and marketing technology products in drug discovery / life sciences, medical devices and medical diagnostics, including domain expertise in laboratory instrumentation, oncology, infectious disease, organ transplantation, and therapeutic drug monitoring. Bio / medical technology education and experience.

CHRONOLOGY

Company A, Inc., Milwaukee, WI CBO — CHIEF BUSINESS OFFICER

2002 to Present

Corporate officer / core management team member for this early stage, venture-backed life science company involved in developing and commercializing technologically advanced tools for comprehensive, quantitative analysis of proteins.

Independent Consultancy, Chicago, IL CONSULTANT — MANAGEMENT & BUSINESS DEVELOPMENT

2000 to 2001

Provided CBO-level corporate strategy, business development, product commercialization, strategic / tactical marketing consulting to startup and high-growth technology companies.

Company B, Sunnyvale, CA VICE PRESIDENT — SALES & MARKETING

1998 to 2000

Corporate officer / key management team member of medical device company involved in development, commercialization, and marketing of proprietary, point-of-care, "lab-on-a-chip" clinical diagnostic technology.

Company C, Chicago, IL REGIONAL SALES MANAGEMENT / PRODUCT MANAGEMENT

1986 to 1998

Managed key products in new, mature, and intensely competitive national and global markets, for this Fortune 100 healthcare enterprise. Built and led regional sales organization for newly acquired subsidiary.