

SENIOR EXECUTIVE

Intuitive mindset that brings innovative solutions to complicated business challenges.

Influential executive with 25 years of extensive experience leading high performing teams to achieve challenging goals. Driven and passionate organizational leader with an entrepreneurial mindset, consistently delivering more than expected. Demonstrates a proven track record of success in unlocking the organizational potential to accelerate growth and profitability. Adept at building powerful teams, establishing expectations, communicating vision, and monitoring performance to maximize effectiveness. Confidently navigates, translates, and delivers effective communication between stakeholders at all levels, delivering a clear revenue vision and attainment plan. Forward-thinking leader focusing on delivering on ambitious goals, identifying opportunities to drive improvements, and creating strategic solutions to move the enterprise forward.

"Lee is an excellent businessperson. He can understand complex challenges quickly, create creative yet actionable strategies, then build and lead talented teams to address those challenges. He was a huge help to us as we scaled up our company!"

Barry R., CEO, RAF Holdings

- P&L Oversight
- Strategic Planning & Execution
- Revenue Growth
- Process Efficiencies
- Budget & Financial Management
- Team Building & Leadership
- Customer-Centric Focus
- Mentoring & Coaching
- Key Performance Indicators
- Stakeholder Relationships

Professional Experience

LDL CONSULTING • Weston, FL • 2018 to Present

A premier consulting and advisory services firm providing world-class leadership and guidance to businesses of all levels on organizational aspects related to operations, financial management, and growth.

PRESIDENT & OWNER

Serves as a trusted advisor and business partner providing organizational solutions by building structures, culture, processes, and workforces to champion growth and success. Assesses companies through research, data analysis, and direct observation, identifies opportunities to propel improvements, and provides advice to improve organizational performance. *Driving force creating and executing world-class operational strategies, scaling organizations to grow, and aligning processes and people to drive business growth and overall excellence. Healthcare / medical device focus.*

- *Provide executive level consulting focusing on operating efficiencies, revenue growth, and return on investment for medical device companies. Examples include Conmed, Olympus.*
- *Acted as VP/GM (Project) of privately owned luxury manufacturer of shades, blinds and solar control systems.*
 - *Implemented 6 sigma processes to decrease product claims by 50% and improved pricing, which resulted in gross margins increasing by 7%.*
 - *Reviewed and executed numerous large industrial contracts resulting in a 4x increase in orders backlog.*
- *COO/CFO (Contract) for a multi-office law firm focused on M&A, Non-Profits, Healthcare and General Business.*
 - *Onboarding an external marketing firm to enhance marketing activities, customer flow, and revenue growth.*
 - *Restructured and streamlined financial management processes including statement and reconciliation practices delivering a 60% reduction in the accounts receivable balance as well as a boost in cash flow and sales.*
 - *Utilizes merger and acquisition expertise to support law firm expansion and growth.*
- *Chief Operating Officer (Contract) leading a medical cannabis company growing and scaling the organization from \$4M to \$8M at a rapid pace.*

• Revenue	• Redundancy
• Scaling	• Obstacles
• Profitability	• Status Quo
• Expectations	• Inefficiencies
• Growth	• Stagnancy

ACELITY (KCI, LIFECCELL, SYSTAGENIX) • Miramar, FL • 2013 to 2017

A globally advanced wound care company, offering innovative solutions from the hospital to home that improve the lives of patients in more than 90 countries. Now a part of Solventum.

VICE PRESIDENT & GENERAL MANAGER, LATIN AMERICA

Performed in a key executive role leading the organization to commercialize advanced wound care products by providing world-class education to healthcare professionals across Latin America. Owned full P&L and oversaw cross-functional operations and functions spanning human resources, healthcare education, sales, marketing, research and development, commercialization, and legal activities. Secured globally dispersed distributors infused with accountability.

- *Developed and implemented an exceptional education program providing best-in-class training for thousands of healthcare professionals in both acute and post-acute markets.*
- *Mentored, coached, and trained the distributors to enhance knowledge and skills while strengthening the talent bench for succession planning and sustainability.*
- *Drove significant improvement in the level of talent of the distributors accelerating distributor contribution to 65% of sales.*
- *Established product roadmaps, ensured regulatory compliance, and grew CAGR of 19% tripling business growth during tenure. Served Acute, Post-Acute and Home Healthcare markets.*
- *Recognized as the fastest-growing region in the company consistently exceeding expectations while maintaining top employee engagement scores in the organization.*

**TELACO, INC. • Sunrise, FL • 2009 to 2012**

An industry-leading textile conversion company providing products to hotels and health care systems.

PRESIDENT & OWNER

Oversaw all management of the company operations including strategy, marketing, finance, human resources, and administration. Defined long-term growth objectives, the annual business plan, and all financial management practices.

- *Ensured soundness of the organizational financial and operational structures to move the company forward.*

STRYKER CORPORATION • Miramar, FL • 1989 to 2008

One of the world's leading medical technology companies and, together with its customers, is driven to make healthcare better.

VICE PRESIDENT & GENERAL MANAGER, CANADA & LATIN AMERICA (2006 to 2008)

Held numerous key leadership roles to aggressively support the growth of the organization from \$100M to over \$4B during long tenure. Grew Latin America from \$30M to \$100M in 4 years.

- *Full P&L ownership for the organization with more than \$275M in revenue, 7 legal entities, and over 400 people.*

Early Experience

STRYKER CORPORATION • VICE PRESIDENT & GENERAL MANAGER, LATIN AMERICA; VICE PRESIDENT, HUMAN RESOURCES, & COMPLIANCE OFFICER; MANUFACTURING MANAGER; DISTRIBUTION SUPERVISOR; BUYER/PLANNER; ASSOCIATE BUSINESS ANALYST

Education

**MASTER OF BUSINESS ADMINISTRATION (MBA) DEGREE, FINANCE
WESTERN MICHIGAN UNIVERSITY**

**BACHELOR OF SCIENCE (BS) DEGREE, FINANCE
WESTERN MICHIGAN UNIVERSITY**

Professional Development

**STRYKER ADVANCED LEADERSHIP
ACADEMY PROGRAM
HARVARD BUSINESS SCHOOL**

**SSP INTERVIEW TRAINING
GALLUP**