

JACQUES J. MARCOTTE

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SENIOR MANAGEMENT EXECUTIVE – VICE PRESIDENT & GENERAL MANAGER

Multi-lingual, innovative leader with worldwide experience and success in operational turnarounds, post acquisition integration, sales, sales management, business development, finance, manufacturing and operations. High-energy, proactive, team-oriented approach contributes to proven results in building teams, revenue, profitability and value. Excellent at identifying and creating new opportunities in multi-cultural environments. Fluent in English, French. Working knowledge of Spanish and Portuguese. Open to relocation.

KEY ACCOMPLISHMENTS

- Turned around international divisions.
 - Moved South America operations of BTG Instruments from distributors/agents to wholly owned subsidiary (BTG Brazil division with sales and service centre, direct presence in Chile).
 - Took over and strengthened European division of software business (opened up subsidiaries in France and Belgium).
- Reorganized international instrumentation business – R&D, manufacturing and field.
- Generated multi-million dollars in higher margin service sales.
- Slashed days sales outstanding from 9 months to 60 days.
- Raised capital by unloading non-performing assets.
 - Sold underused building and converted small part to rent, raising \$500K within months of joining BTG
 - Unloaded obsolete inventory and prevented waste by selling to customers who benefited from this inventory.
 - Reduced cost of sales by 30% while increasing revenues by 30%.

PROFESSIONAL EXPERIENCE

POWERMAR ASSOCIATES, LLC – Norcross, GA

2009-Present

Management Consulting

Management Consulting Firm working globally with clients in an active role in interim management, acquisitions and divestments, operational reviews and development and implementation of international distribution strategies.

- Assisting European company in acquisition of US based \$150M consumables manufacturer
- Working with French supplier on North American integration and discussion with potential acquirers
- Advising and mentoring Senior Management of industrial manufacturers and North American importers across various markets

PRIME RESOURCE GROUP – Minneapolis, MN

2009-Present

Sr. Consultant

Sr. Consultant with a consulting company providing training and coaching services, driving clients from traditional sales to Diagnostic Business Development and Enterprise Transformation

PROFESSIONAL EXPERIENCE *(continued)***BTG GROUP – Eclepens, Switzerland****2002-2008***A SPECTRIS PLC company Supplier of precision instrumentation and high-performance specialty consumables.****Vice-President & General Manager BTG Instruments Division, Eclepens, CH, Feb 2007-Dec 2008***

Led a division with \$60M sales and 200 employees. Directly accountable for P&L of the division, Operations (Manufacturing and R&D), Sales and Marketing. Revamped operations to focus on profitability while maintaining customer orientation, on-time delivery, and setting division up for future acquisitions.

- Brought back troubled division to profitability after years of money losing performance. Achieved over \$1.5M in profit in 2007.
- Integrated operations in a single BTG Instruments group (Sweden and Germany factories).
- Initiated a \$3.0M cost improvement program (Operations, Administration, Processes and Outsourcing).
- Strengthened R&D by appointing a corporate manager and refocused R&D efforts on key programs.
- Drove an aggressive Sourcing and Outsourcing program.

Vice-President Global Sales, BTG Instruments Division, Eclepens, CH, Sept 2006-Feb 2007

Promoted to newly created role of Worldwide VP Sales and Marketing for Instruments Division, an unprofitable \$60M turnover business at time of arrival.

- Streamlined sales channels and introduced direct order and invoicing in Europe (now expanding to rest of world).
- Reduced costs by \$3M (32 people) while improving order level.
- Developed Global Obsolescence Policy and increased service activities in Europe and Asia through creation of regional service centres.

Vice-President & General Manager BTG Americas Inc., Norcross, GA USA Dec 2002-Aug 2006

Managed P&L, sales, services and operations. Recruited to create a more customer-driven (sales/service) organization.

- Reorganized the company to increase presence in marketplace while reducing overall cost of sales and eliminating non-performing assets. Redefined sales channels, developed a strong, profitable service organization and established a direct subsidiary in South America (Brazil).
- Developed and implemented CRM to improve sales close ratio and quality of marketing activities. Improved forecasting, sales close ratio, quality of marketing activities and service efficiency.
- Eliminated non-performing assets and raised \$500K.
- Redefined sales channels in North America.
- Established direct presence in South America (Brazil based), increasing sales and margins
- Created and implemented a well-defined service strategy. Generated drastic improvements in sales and margins, while tightening scope of work on key jobs.

INSTRON CORP. – Canton, MA, USA**1987-2002***Leading worldwide manufacturer of materials testing instruments.****Vice-President Sales, Americas, Canton, MA, USA 2000-2002***

Held P&L responsibilities for Canada/Latin America (\$14M) and bookings responsibilities of \$56M (including USA).

- Developed “Vision for the Americas” strategy, based on the success of North American organization.
- Managed the integration of sales forces following various large acquisitions

PROFESSIONAL EXPERIENCE *(continued)***INSTRON CORP.** *(continued)***Vice-President Sales, North America, Canton, MA, USA 1999-2000**

- Completed integration and reorganization of sales team, setting an inside sales support group to work with Field Sales.
- Integrated sales force of recent acquisitions using Field Sales Force Certification Program.
- Created a Corporate Account Program leading to increased sales of high-end products with decreased competition.

Director of Sales, East Coast US, West Coast US, Canada, Canton, MA, USA 1997-1999

- Turned around operations in troubled West Coast business - restructured sales force for increased sales and profits.

Regional Manager, Eastern US and Canada, Canton, MA, USA 1992-1994 and 1996-1997

- Grew \$25 million region an average of 5% per year. Consistently surpassed bookings plan. Increased average order value.

Vice President - Sales and Marketing - Laboratory MicroSystems Inc., NY, USA, 1994-1996

- Grew sales from \$5M to \$8M through leadership of all sales/marketing activities for this recently acquired software company focused on Laboratory Information Management Systems (LIMS).
- Integrated Instron's corporate culture into small company while maintaining entrepreneurial environment.
- Acted as Managing Director for European Operations, June 1995-April 1996.

General Manager (Instron Canada Inc.) Burlington, ON, 1987-1992

- Took over from 21-year tenured Managing Director and restructured all aspects of organization.
- Doubled sales volume and built a \$1.0M service labour business.

FABRENE INC. – Mississauga, ON, Canada**1986-1987***Woven polyolefin manufacturer (DuPont Canada spin-off)***Market Development Manager**

- Expanded Fabrene business in North America and Europe.
- Developed Corporate Account project with Owens Corning Fiberglas.

DUPONT CANADA INC. – Mississauga, ON, Canada**1979-1986****Various**

Promoted from Technical Service Representative to Technical Sales and Market Development within Packaging Division (Kingston, ON; Montreal, QC; Mississauga, ON).

EDUCATION**B.S., Chemistry** – Universite de Sherbrooke - Sherbrooke, QC, Canada**D.E.C. Applied Sciences** – CEGEP de Victoriaville - Victoriaville, QC, Canada**Senior Management Courses** – Wharton Business School - Philadelphia, PA, USA

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