

Professional Profile

I am a results-driven leader with extensive experience successfully leading fast growth businesses. I have proven experience in North America, Europe and Asia, with perspective of multi-cultural and multi-functional styles in the workplace, and the ability to blend these components to achieve success. I have lead three major successful re-engineering projects. I also have wide experience in several different industries, including metal fabrication, construction, energy, electronics, aerospace, consumer products, medical and food processing. Areas of expertise include:

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|------------------------|-----------------------|-------------------------------|----------------------|
| • P&L Responsibility | • Pricing Management | • Project Management | • Financial Analysis |
| • Business Development | • Contract Management | • (PMP Certified 2006) | • Safety & Quality |
| • Training | • Facilitator | • Lean Manufacturing | • Social Media |

Significant Accomplishments

- **Successfully created and launched a 28 video training series** for Southern Methodist University's general chemistry laboratory for the "virtual lab partner" for distant learning (especially for the Covid-19 lockdown). Also created and launched a YouTube channel for the university; now being used and viewed by all general chemistry students each semester to use the "virtual lab partner" video series.
- **Successful program management of the North American business-wide integration of acquisition of competitor's divestiture** in the required six month time requirement. Scope included integration of 17 air separation plants, 5 liquid oxygen and dry ice plant facilities and multiple retail locations. Completed on time and under budget.
- **Successful re-engineering of the contract management system** for 7,000+ current 4-6 year agreements and ongoing life cycle contract management with a project management approach. Scope included appropriate contract terms library development, cloud-based software management throughout life cycle, review and approval process development for sales, financial, legal, and operations review, and extensive training via classroom, live online and recorded video library access. Throughput dramatically improved from traditional 8 weeks processing time to less than 5 days for review and approval.
- **Successfully developed and rolled out new pricing program/software** for business ongoing yearly price increase campaigns (10-15 per year). Project used agile development of software, new tools and methodology provided easy sales review for increased compliance of target increases, resulting in annual revenue gains over \$15 Million.
- **Successfully created and launched a "hands on" project management training program** for the PMI Dallas Chapter, trained over 400 members over a 4 year period.
- **2014 recipient of the Georgia Tech Distinguished Engineering Alumni Award**, which recognizes alumni that have provided distinguished contributions to the profession, field, Institute or society at large, and enhanced the lives of others both personally and professionally.

Experience

Independent Consulting

Independent consultant for several startup businesses.

2017 to Present

Matheson, Inc.

2007 to 2017

Director of Business Services – Irving, Texas

Senior staff member responsible for leadership in the management and improvement of the back-office processes, business services help desk, acquisition integration, system updates and testing, system training, and other activities company wide. The Director also serves as the primary interface with the ERP provider and the coordination among IT, Finance and the ERP provider.

David Adams, PMP

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Plano, Texas 75025

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Director of Contract and Pricing Management – Irving, Texas

Senior staff member responsible for overseeing and approving long-term customer agreements, as well as implementing pricing strategy and actions across the business. This work is a major contributor to the profit growth of the company, a \$1.2 Billion business. Using “big data” analysis, David’s team has created and implemented tools that examine patterns of sales and profitability.

Regional Vice President - Dallas, Texas

Provided leadership for the industrial gas business in the North Texas region that generates \$45 million annual sales. The scope included full P&L responsibility, managing 60 people, four retail stores and one production facility, sales and marketing, operations, distribution, the credit department, safety and quality, and human resources.

Utility Systems Solutions, Inc.

2006 to 2007

Director of Government Programs - Dallas, Texas

Project management, program management, contract management, business development and engineering consultation for energy turnkey installations for a Service Disabled Veteran Owned Small Business (SDVOSB).

Dallas Woodcraft Company, LP

2004 to 2006

Vice President and General Manager – Dallas, Texas

Provided leadership for the consumer products framed art and mirror business with full P&L responsibility for a \$200 million annual retail sales. The scope included managing 275 people at a 215,000 square foot manufacturing facility producing 2 million units annually.

Praxair, Inc.

1987 – 2003

Global Operations Director – Olen, Belgium and Dallas, Texas

Provided leadership for global operations of the electronic process gases business that generated \$100 million annual sales. The scope included managing 200 people at three production facilities, fifteen warehouses, and the supply chain and engineering teams.

European Business Director –Olen, Belgium

Provided leadership of the European semiconductor materials business (products, equipment and services) with full P&L responsibility, generating \$22 million annual sales. The scope included managing 100 people in sales, marketing, operations, supply chain, engineering, safety, quality, environmental, and support services. Also provided primary leadership for key customer joint ventures.

Other prior work experience includes roles as North American Operations Manager for Praxair in Richardson, Texas 1994-1999, Chief Process Engineer/Plant Quality Manager for Praxair in North Haven, Connecticut 1987-1994, Project Engineer for Stop & Shop Manufacturing in Boston, Massachusetts 1985-1987, and as Project and Process Engineer for Union Carbide in Indianapolis, Indiana 1982-1985.

Education

Master of Business Administration, Rensselaer Polytechnic Institute (RPI), Hartford, Connecticut, 1993.

Focused studies on Marketing, Organizational Development and International Management.

Bachelor of Science Mechanical Engineering, Georgia Tech, 1981.

Professional Development

Project Management Institute PDUs, +150 hours - 2007 to 2022 (present)

Toastmasters – 2013 to 2022 (present)

Certification Part 107 Small Unmanned Aircraft Systems – 2017, 2019, 2021

Fort Worth PMI Professional Development Conference - 2016

PPS Pricing Management Seminars & Conference – 2012 & 2014

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Professional Development (Continued)

Intermediate & Advanced DSLR Photography, Collin College - 2009

Miller Machine Weld School - 2008

Armstrong University (Equipment), CEU credit - 2007

PMP Certification - 2006

Project Management Certificate, Collin College - 2006

Supervisory Tools (various) - 2005

Right Management Career Development Training - 2004

Six Sigma Green Belt Training - 2003

New Strategic Selling (Miller Heiman) - 2002

Leadership Effectiveness Analysis - 2001

Wharton Executive Development Program, University of Pennsylvania – 1999

Eagle Scout, 1974

<http://www.linkedin.com/in/DavidAdamsTX>