

# David P. Wilson

818-555-1237 • [davewilson@nomail.com](mailto:davewilson@nomail.com)  
LinkedIn Profile • Greater Los Angeles

## CEO – Turnaround & Growth Strategist

### Automotive, Aerospace and Industrial Supplies

Visionary executive leader with a record of managing sustainable growth of highly successful businesses, including a Fortune 50 company and a mid-market privately held company. Able to identify market opportunities and develop solid infrastructures with scalable, fiscally responsible growth strategies. Demonstrated foresight and ability to respond to changing economic and market conditions with profitable results.

## Core Competencies

Startups • Turnaround • High Growth Companies • Expansion • Global Operations Management • Multi-Industry Experience  
• P&L Management • Negotiation • Financial Oversight • Sales & Marketing • Business Development • Corporate Development • Joint Ventures (JV) • M&As • New Market Penetration

## Professional Experience

**PL HENDERSON COMPANIES** | Arbor City, California | World's largest distributor of industrial supplies. 28 locations, \$235M revenue.

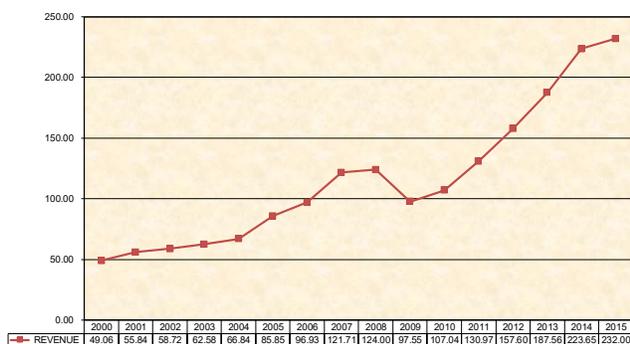
**President & CFO** (Promotion, 2009-2017)

**Vice President** (2004-2009)

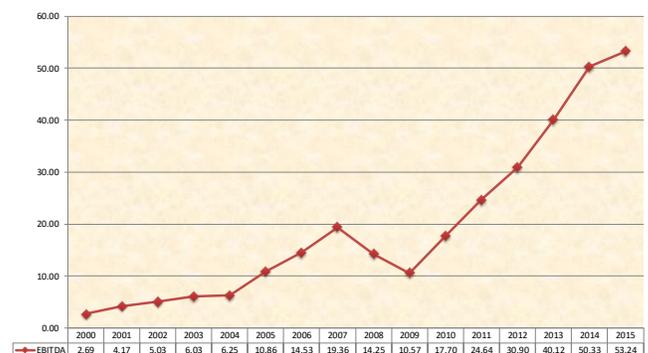
Led P&L, strategic planning, finance, operations, marketing, and sales for a \$255M company with 23 locations in the U.S. and Canada. Supervised eight VPs and multi-functional directors with a total workforce 300+.

- **Growth:** Drove average revenue and EBITDA growth of 15% annually over the last 15 years with a strong balance sheet and market diversification.
- **Expansion:** Grew company from \$50M revenue and \$5M EBITDA in 2002 to \$235M revenue and \$51M EBITDA in 2015. Directed expansion from three locations to 22.
- **Team Builder:** Built and led committed teams and instilled a “can-do” service culture. Hired and developed 20+ VP-level and director-level executives to support growth.
- **Change Management:** Led company in a new common vision, purpose, and guiding principles.
- **Financial Foresight:** Led company through the 2009 economic recession without a financial loss or a reduction of key employees. Foresaw changing economic conditions in 2007 and cut spending in half.

Total Combined Revenue  
2000 - 2015 (in millions)



EBITDA (in millions)  
2000 - 2015



Continued...

## Professional Experience, Continued

**BARCO** | Cleveland, Ohio | A Fortune 50, \$44B manufacturer of lightweight metals.

### **Worldwide Sales & New Plant Launch Manager** (2001-2004)

Light Truck/Passenger—Aluminum Wheel Group—Forging Division

Directed sales and engineering teams and aggressively drove profitable opportunities with automotive OEMs. Managed all sales, marketing, advertising, and P&L. Supervised 10 employees, including the inside sales team, product engineers, and marketing coordinators; and indirectly supervised a team of 35.

- Built a new market in Detroit to \$28M in profitable revenue at a time when company was planning to exit the automotive market.
- Led forging division from exit strategy to aggressive growth – with the automotive product exceeding \$60M at the end of tenure.
- Launch Manager for two new forging plants. Led a cross-functional team in building plants, purchasing equipment, and establishing manufacturing processes. Plants ran at full production within two years and delivered profitable revenues of \$50M+ annually.
- Developed, funded, tested, and launched distribution of a new aftermarket wheel accessory line that is still on the market today.

## Early Career

**BARCO**

### **Aerospace Sales Engineer**

- Won the largest long-term aerospace order in division's history, at high margins.
- Negotiated a profitable, seven-year supply contract with Douglas Aircraft in the face of stiff competition.

## Education & Training

**UNIVERSITY OF ILLINOIS**, Chicago, IL  
**Bachelor of Business Administration**

### **Training**

- Multiple university accredited courses in management, organizational dynamics, and leadership.
- Quality and Statistical Process Control.
- Fundamentals of Metallurgy.
- Personal Profile Assessments – Conducting, Understanding and Organizational Integration.

## Affiliations

Member, American Public Works Association (APWA) (2000-present)  
National Association of Metallurgy (2009-present)

---