|  |  |
| --- | --- |
| **Monty Lutzker** | +1.949.933.7189monty.lutzker@gmail.com |

|  |  |
| --- | --- |
| **Senior Executive | Technology-Driven Firms** | **Change Management****Product Innovation****New Market Entry****Channel Management****Joint Ventures****Partnerships & Alliances****M&A Activity****Post-Merger Integrations****Government Affairs****Regulatory Compliance****Aerospace & Defense** |
| **Strategic Planning • Sales & Marketing • Business Development*** Led industry’s largest post-merger integration following $710M acquisition of Morpho Detection by Smiths Group, realizing $30M in cost synergies and growing to $1B+ in revenues as VP of Global Business Development & Marketing at Smiths Detection.
* Delivered 22%+ revenue growth to $380M while expanding EBITDA margin from 19% to 23% and boosting net promoter score (NPS) from 57% to 84% as VP of Global Sales & Marketing at Morpho Detection.
* Delivered 17% growth to $120M+ in revenues despite global economic crisis and structured joint venture with former competitor in Turkey, generating $15M in incremental annual revenues as Head of Global Sales & Marketing at General Electric.
 |

**PROFESSIONAL EXPERIENCE AND ACHIEVEMENTS**

**SMITHS DETECTION (subsidiary of Smiths Group) 2017–PRESENT**

*World's largest manufacturer of sensors for detection of explosives, weapons, chemical agents, biohazards, narcotics, and contraband with $1B+ in annual revenues and 2K+ employees.*

**VICE PRESIDENT – GLOBAL BUSINESS DEVELOPMENT & MARKETING | London, U.K.**

Drive global business development, sales and marketing, solutions architecture, channel relationships, and commercial operations. Lead 100+ employees.

* **Spearheaded industry’s largest post-merger integration** following Smiths’ acquisition of Morpho Detection in 2017, realizing $30M in annual cost synergies (10% reduction) within 18 months versus 30-month target.
* Rapidly grew aviation-focused business by 20% to $454M in 2018 despite increasingly competitive global market with downward pricing pressure.
* **Delivered 15% growth to $1B+ in aggregate revenues in 2018 while expanding operating margin from 15% to 19%.**

**MORPHO DETECTION (aquired by Smiths Detection in 2017 / former subsidiary of Safran) 2010–2017**

*Provider of solutions for detecting and identifying chemical, biological, radiological, nuclear and explosive (CBRNE) threats to improve security at airports, borders, and sensitive sites / events.*

**VICE PRESIDENT – GLOBAL SALES & MARKETING | Newark, CA 2012–2017**

Catalyzed evolution from manufacturer-direct business to multi-channel integrated hardware and software solutions provider. Led $30M annual sales and marketing budget while overseeing contract management, government affairs, customer program management, and application engineering team. Managed 77 employees and 97 channel partners with products and services utilized in 518 airports across 175 countries.

* **Delivered 22%+ revenue growth to $380M while expanding EBITDA margin from 19% to 23% and boosting net promoter score (NPS) from 57% to 84%.**
* Quadrupled international sales (primarily in Western Europe) from $25M in 2015 to $100M by 2017 and obtained 70% market share with largest airports across U.K.
* Collaborated with airport designers and architects to be selected as preferred technology provider and capture 50%+ of available European checked baggage market during implementation of ECAC Standard 3 requirements.
* Won explosive detection framework (EDS) contracts with TSA and CATSA with total contract values of $700M.
* **Played key role in sale of business to Smiths Group for $710M ($100M more than initial internal target) in 2017.**

**MORPHO DETECTION (Cont’d) 2010–2017**

**GENERAL MANAGER | Newark, CA 2010–2012**

Selected by senior management at General Electric to lead joint venture between Safran and GE (prior to full acquisition of JV by Safran in 2012). Recruited, trained, and managed up to 45 employees.

* **Grew revenues 18% from $45M in 2009 to $53M in 2011, exceeding targets in every year.**
* Launched international business from scratch, rapidly growing revenues to account for 26% of total sales by 2012.
* Restructured sales strategy to leverage manufacturer’s representatives and 3rd-parties with local market knowledge, reducing employee headcount from 45 to 29.

**GENERAL ELECTRIC 2004–2010**

*Multinational conglomerate with $122B in annual revenues and 300K+ employees.*

**HEAD OF GLOBAL SALES & MARKETING | GE DIGITAL ENERGY | Clearwater, FL 2008–2010**

Drove sales of transformers utilized in switchgear for industrial applications (power-sensing products). Led 11 employees.

* **Delivered 17% growth to $120M+ in revenues in 2009 despite global economic crisis.**
* Closed factory producing test switches in Puerto Rico and relocated operations to facility in Florida, reducing annual costs while improving overall quality.
* Structured joint venture with former competitor in Istanbul, Turkey, expanding European footprint and **generating $15M in incremental annual revenues.**
* Selected to attend GE Management Development Institute in 2009.

**SENIOR DIRECTOR OF SALES – HOMELAND PROTECTION | GE SECURITY | Wilmington, MA 2006–2008**

Developed and executed sales strategy for new explosive / narcotics trace detection division that eventually grew into standalone Morpho Detection business. Led 11 employees.

* **Generated $40M+ in annual sales (versus target of $30M) in 2007.**
* Won company’s largest trace detection mandate ever, signing contract with U.S. Department of State to provide explosive trace detectors for U.S. embassies worldwide.

**PORTFOLIO MANAGER – CAPITAL SOLUTIONS | GE COMMERCIAL FINANCE | Park City, UT 2004–2006**

Led $160M+ portfolio of commercial equipment leased to clients such as Micron, Albertsons, Huntsman, and Simplot. **Exceeded sales target by 22% in 2004, 17% in 2005, and won “Territory of the Year” award.** Managed 3 employees.

***Previous Experience:***  WILLIAMS SCOTSMAN (Area Sales Manager), MCKINNEY MOBILE MODULAR (Vice President of Sales), GE CAPITAL (National Account Manager – Commercial & Construction)

**EDUCATION**

**Bachelor of Science –** | Arizona State University

**VOLUNTEER ENGAGEMENT**

**Captain** | Maricopa County Sheriff’s Posse

**Honorary Sergeant** | San Diego County Sheriff’s Department