

# GARY J. MAUS

329 Lake Street, Evanston, IL 60201, USA Tel: 773.200.5839 Email: [gary.maus120@gmail.com](mailto:gary.maus120@gmail.com) / [www.linkedin.com/in/gary-maus](http://www.linkedin.com/in/gary-maus)

## Executive Profile

Accomplished, international, management, business professional that is technically focused with a strong analytical background. An ITW trained, data driven, innovative, problem solver. Success achieved through value creation for customers through marketing and a deep understanding of purchase motivations and needs, which in turn lead to R&D research, innovation management, technology, and new products and/or markets. Has achieved success and profitable growth within core products and services by utilizing fundamentals of business management, 80-20 operational analysis, innovation through web-based systems, IoT, SaaS, various sales and marketing platforms, and optimization of operations and supply chain functions to create value. Creation of top-down business plans where ALL are accountable for success and measured against mission critical KPI's, turnaround objectives, and/or development plans.

A forward leaning executive: defined by actions not words. A successful builder of domestic and international business organizations. Has used transformational business leadership when needed, and works closely with all stakeholders (inside and outside of the organization) to accomplish annual objectives and milestones. Strong top-to-top relationship builder and maintains focus on a "customer-first" way of doing business. M&A experience, strong financial/analytics, and 80-20 methodologies are keys to past successes.



### **Position Objective:**

A leadership or ownership role within the highest level(s) of the company to make the biggest successful impact on the organization. I am looking for an opportunity to leverage my sales, marketing, product and service experiences; as well as my vast P&L, operations management, and leadership experiences to turnaround distressed organizations or those whose managing board is not satisfied with the status quo.

### **Target Companies:**

Highly technical, global, manufacturing and/or service businesses. Specifically, technical, engineered products and services, with revenues of \$100M or more. I am also interested in companies that are underperforming and/or seeking new leadership to take the organization to the next level of profitable growth.

Three specific areas of interest are identifiers to me:

- Organizations experiencing flat or declining sales, and/or looking to new technologies for growth;
- Growth organizations with big dreams; and
- M&A deals that will require leadership on the buy or sell side.

### **Ideal Location:**

Chicago, IL +/- 25-mile radius

## EXPERIENCE

Maus Enterprises, Inc.	CEO / President	2019-2023
NEFAB	Managing Director	2017-2019
Smart Skin Technologies, Inc.	Executive Vice President Sales & Marketing (P&L Global)	2015-2016
KHS USA, Inc.	Vice President Sales and Marketing (P&L North America)	2013-2015
ITW Hi-Cone	Director Business Development / R&D	2012
ITW Hi-Cone	Business Unit Manager (P&L North America)	2009-2012
ITW Hi-Cone	National Sales Roles (Manager)	2001-2008
Gannon University	Adjunct Professor / International Economics 301	2000-2001
Eriez Magnetics	International Sales Territory Management	1995-1999
Eriez Magnetics	Design Engineer	1993-1994
Erie Mill & Press Company, Inc.	Janitor, Blue Print Manager, Laborer, Machine Operator, Engineering Apprentice, Mechanical Engineer, Sales Engineer	1982-1993

## EDUCATION

- 2007 **Executive Leadership and Management Certificate**; The University of Wisconsin, School of Business, Madison, WI
- 1999 **Master's of Business Administration**; The Pennsylvania State University, Smeal College of Business, State College, PA
- 1993 **Bachelor's of Mechanical Engineering**; Gannon University, Erie, PA; Young Leaders Forum, ASME Student President, PA Engineering Innovators Leadership Chair
- 1988 **US Congressional Appointment**; United States Air Force Academy, Colorado Springs, CO; Commandant's Medal, Soaring Wings, SERE Commendation Medal, Rugby, Tennis, Choir