

GARY J. MAUS

Business Leader

Evanston, IL 60201 • (773) 200-5839 • gary.maus120@gmail.com • [linkedin.com/in/gary-maus](https://www.linkedin.com/in/gary-maus)

Business Leader with extensive experience driving growth, operational excellence, and strategic expansion for diverse global organizations, including Fortune 500 companies. Proven track record of leading successful turnarounds and delivering consistent growth exemplified by **more than 200% increase in EBITA** in a single fiscal year, **800% revenue growth** through capacity building, **120% boost in recurring product revenue**, and **150% market share expansion**. Demonstrated expertise in increasing operational capacity and expanding to new markets through M&A strategies, partnership building, and comprehensive growth planning. Looking for a challenging Business Leader role.

KEY SKILLS

Strategic Planning & Execution | P&L Management | Team Building & Leadership | Operational Oversight
Business Development & Market Expansion | Client & Stakeholder Relationship Management | Organizational Design
Sales Strategy & Management | Change Management | Mergers & Acquisitions (M&A) Strategy | Risk Management

PROFESSIONAL EXPERIENCE

Maus Enterprises, Inc. • Chicago, IL, U.S.

CEO/President | dba Paul Davis Restoration of North Chicago

Aug 2019 – Nov 2023

[Paul Davis](#) Restoration of North Chicago was a local franchise and part of an international organization with 35 employees and ~\$3.5M in annual revenue.

Responsible for leading all aspects of business operations, building high-performing teams, driving business expansion, and ensuring financial stability to achieve long-term success and scalability. Managed 35 employees and a budget of \$3.5M.

- Established market presence and developed operational infrastructure from scratch. Procured key equipment with a \$400K investment, increasing capacity and **driving 800% revenue growth**.
- Owned full P&L responsibility, overseeing revenue, expenses, and profitability. Delivered a 5% improvement in margins.
- Navigated the company through the COVID-19 pandemic by **securing \$1.3M in PPP1, PPP2, and ERTC funds**. Negotiated loan terms, achieving full forgiveness and stabilizing operations.
- Led the relocation from a 4,000 sq ft shared space to a 30,000 sq ft warehouse and 4,000 sq ft office. **Increased operational capacity to support business growth**.
- Deployed teams to disaster zones following major hurricanes. Managed emergency recovery and repairs to assets, residences, and businesses, restoring operations swiftly.
- Established and integrated operational systems across all departments. Streamlined processes, improving efficiency by 55% and providing a scalable framework for business growth.
- Coordinated accounting, sales, customer service, and production functions to optimize operations. Achieved a 30% improvement in cross-departmental efficiency, driving overall business performance.

NEFAB • Hanover Park, IL, U.S.

Managing Director | Chicago, Illinois & Indianapolis, Indiana

Jun 2017 – Apr 2019

[NEFAB](#) is a global packaging solutions provider with 3.8K+ employees, generating \$600M in revenue across multiple industries.

Responsible for **leading strategic growth initiatives**, overseeing site development, operations, and market expansion to achieve revenue targets and drive operational excellence. Reported to the President of Americas, built and led a cross-functional team of 125 members, and administered a \$45M budget.

- Spearheaded a successful organizational turnaround, rebuilding operations from the ground up. Achieved **>200% EBITA growth** on a \$15M annual site revenue while improving on-time delivery by 15%.
- Identified M&A candidates and greenfield opportunities in key territories. Developed market expansion targets, driving strategic growth and **increasing market share by 45%**.
- Developed a comprehensive 3-year growth plan targeting \$225M in revenue. Led acquisitions, site construction, and talent expansion, **achieving a \$45M target in 2021**.
- Led the seamless relocation of operations from Elk Grove Village to Hanover Park. Delivered under budget and ahead of schedule, **reducing OPEX by 28%**.
- Reorganized accounting, sales, service, and manufacturing operations. Drove **75% revenue growth within 12 months** through operational efficiencies and streamlined processes.
- Pioneered the seamless relocation of 100 employees and 50 production lines. Completed the move without operational disruption, maintaining continuity and efficiency.

Smart Skin Technologies, Inc. • Fredericton, New Brunswick, Canada

Executive Vice President Sales and Marketing | Chicago, Illinois

Mar 2015 – Jan 2017

[Smart Skin Technologies, Inc.](#) is a tech start-up in the packaging industry, valued at \$15M with \$6.5M+ in venture capital funding.

Responsible for leading global sales and marketing operations to drive revenue growth, expand market presence, and enhance customer relationships. Reported to the CEO, led a team of 6 sales and marketing professionals across North America, Europe, and Asia., and managed a \$5M budget.

- Oversaw global sales and marketing operations, expanding company presence into 7 new markets, including USA, Japan, and Brazil. **Increased market share by 150%** through strategic market penetration.
- Led the development of market initiatives to drive global sales, increasing recurring software product revenue by 120%.
- Identified and capitalized on key opportunities in the pharmaceutical sector. Secured Hoffman-LaRoche as a flagship customer, driving market leadership and **increasing revenue by 175%**.
- Managed global sales representatives, establishing performance-driven compensation policies. Boosted sales performance by 150% and improved retention across international teams.
- Piloted venture capital funding initiatives, presenting strategic growth plans and financial forecasts to the Board. **Secured \$5M in Series B** funding for expansion.
- Oversaw the development of specialized inspection systems for the pharmaceutical industry. Enhanced product offerings, **increasing market potential by 500%** and attracting new clients.

KHS USA, Inc. • Waukesha, WI, U.S.

Vice President Sales & Marketing

Apr 2013 – Feb 2015

[KHS USA, Inc.](#) is a global manufacturer of filling and packaging systems for the beverage industry, with €1.2B in annual revenue.

Responsible for spearheading all aspects of sales and marketing efforts to drive revenue growth, align with financial goals, and advance business objectives across North America Reported to the President of Americas, managed a dynamic team of 50 sales and marketing professionals, and maintained a \$75M budget.

- Led market development and formulated strategic initiatives to align with business objectives, driving expansion. Achieved a **significant growth of 22% in revenue and 4.5% in EBITDA**.
- Revamped the North American sales force, implementing a new variable compensation plan. **Increased sales performance by 60%**.
- Managed and developed a team of 50 sales and marketing professionals through ongoing training and mentorship. Improved collaboration and performance, **boosting sales performance and efficiency by 45%**.
- Elevated the annual budgeting process to \$225M, driven by successful packaging line installations and advancements in PET bottle machinery. **Increased project revenue by 35%**.

Illinois Tool Works • Glenview, IL, U.S.

Director of Business Development

Aug 2012 – Sep 2012

[Illinois Tool Works](#) is an \$18B diversified manufacturing company with 850+ business units globally.

Responsible for directing the design and execution of strategic sales and business development initiatives to drive significant expansion, increase sales, and achieve revenue targets. Expanded the customer base and **secured \$10M+ in new business** for ITW Hi-Cone. Reported to the Division President, directed 25 direct reports, and oversaw a \$225M budget.

Business Unit Manager

Jan 2009 – Aug 2012

Responsible for overseeing P&L accountability, setting strategic objectives, and driving revenue growth to meet financial goals for the Hi-Cone Business Unit. **Increased revenue from \$20M to \$25M** and **expanded the customer base despite market challenges**. Reported to the Vice President / General Manager, headed 15 direct reports, and managed a \$75M budget.

ADDITIONAL EXPERIENCE

Illinois Tool Works • Glenview, IL, U.S.

National Account Manager

Regional Sales Manager

The Electric Materials Company • Northeast, PA, U.S.

International Sales Manager

Gannon University, Dahlkemper School of Business • Erie, PA, U.S.

Adjunct Professor

Eriez Magnetics • Erie, PA, U.S.

Assistant Export Sales Manager, International Division | Sales Engineer, International Division | Design Engineer

Erie Mill & Press Company Inc (Empco) • Erie, PA, U.S.

Sales Engineer | Engineering Apprentice, Gear Design/Power Transmission

EDUCATION & PROFESSIONAL DEVELOPMENT

Pennsylvania State University, Smeal School of Business • Master of Business Administration

Gannon University • Bachelor of Science in Mechanical Engineering

University of Wisconsin, Fluno School of Business • Certificate of Executive Leadership and Administration

United States Air Force Academy • 2nd Class Cadet| Aeronautical Engineering / Mathematics