

## ***James F. Brown***

13344 Queen Palm Run ▪ North Fort Myers, FL ▪ 33903

239-201-6510 ▪ jamesfraserbrown@gmail.com ▪ <https://www.linkedin.com/in/jamesfbrown1>

### **SUPERIOR BUSINESS LEADER**

**Outcome focused Senior Executive, Change Agent and Corporate Doctor with 30 years' experience optimizing business entities. Offering first-rate portfolio of inspired leadership, goal centric management and creative funding in growing best-in-class service sector, technology and manufacturing organizations. Stellar record of driving marketing programs which ignite sales, gain market share and maximize profit for sustained performance, merger, acquisition or IPO. Mastery of strategy, staffing, motivation, efficiency and function.**

### **KEY COMPETENCIES**

- Transformational Leader
- Strategic Thinker
- Market Innovator
- Funding and Credit Creator
- Workflow and Process
- Franchise Expert
- Joint Ventures/Strategic Alliances
- Mergers & Acquisitions
- Military Veteran / TS Clearance

### **SELECTED ACCOMPLISHMENTS**

- ◆ Lead five consecutive distressed business turn-arounds, bringing troubled entities in New Orleans, Seattle, Atlanta, Nashville and Houston back from the brink to establish solid organizations.
- ◆ Attracted more than \$30,000,000 in fresh venture capital.
- ◆ Successfully opened 15 new markets both domestic and abroad, including Iraq and Libya.

### **PROFESSIONAL EXPERIENCE**

#### **FIBER SOLUTIONS, Fort Myers, FL**

*Premier relationship driven technology contractor specializing in B2B data networking infrastructure solutions across the fiber optics, structured cabling, electronic security and commercial audio video specialties while serving businesses in the medical, retail, manufacturing and financial sectors...always with an "of service" attitude.*

#### **Regional Managing Director & Operations Chief**

*2015 to 2022*

Crafted and propelled the strategic thrust of this 24-year-old "local market" small business integrator into a successful mid-size regional player. Established growth goals, orchestrated actionable plans, strengthened organizational structure, streamlined operational workflow and drove expansion activity.

#### *Mission:*

- Open new Regional Offices across the southwest (Atlanta, GA; Nashville, TN and Greenville, SC)
- More than triple annual revenues.
- Create an "Integrator in a Box" model which enables rapid expansion while protecting existing cultural strengths, along with the company's reputation for quality and craftsmanship.

#### *Achievements:*

- Atlanta, GA Regional Office was opened in March of 2016. Greenville, SC Office was opened in February of 2018. Nashville, TN Regional Office was opened in July of 2019.
- Drove market share and revenue growth in excess of 300%.
- Implemented "world class professional technology practices" in multiple markets.

#### **DOWLEY SECURITY SYSTEMS, Houston, TX**

*Full service electronic security and technology integrator specializing in "resilience making" solutions for commercial, government and industrial markets both domestic and abroad. Dowley consults, designs, installs and maintains a wide array of security related services which assure continuity of operations for its customers.*

**President/CEO**

2009 to 2015

Topmost authority over \$20 million security solutions provider with four office locations and 75 employees. Placed by the Board to turn around a most highly entity. Rebooted operations, rebuilt sales, attracted new capital, ignited morale and salvaged a sullied brand. Opened overseas markets and launched new services.

*Mission:*

- Create the organizational will to rise up and succeed in the face of adversity and a history of turmoil.
- Bring rhyme and reason to the company's moribund sales, disheveled operations and inept accounting. Create a culture which rewards customers by delivering on a continuous promise of excellence.
- Develop the structural capacity necessary to execute contracts of any scale in any geography while strategically positioning the company to compete at a higher level.

*Achievements:*

- Turned an angry sea of customer complaints into an oasis of positive references, testimonials and industry awards. Simultaneously developed a best-in-class team of industry leading resilience experts.
- Safely performed more than \$12,000,000 of high risk overseas contract work for the U.S. State Department in geopolitical hot spots such as Baghdad and Tripoli.
- Signed major contracts in excess of \$20,000,000, more than doubling the run rate of the company.

**SOUTH CENTRAL SOUND**, Nashville, TN*Multi-media design, installation, and maintenance provider of high-quality music, video, and marketing on-hold services.***President**

2005 – 2008

Executive manager of \$18 million company with 11 regional offices in 8 states. Tasked by owners to rebuild a dispirited Muzak franchise and transform it into a powerful independent force in the industry.

*Mission:*

- Develop a new brand identity as a superior provider of high quality multi-media solutions.
- Expand sales staff from 6 to 24 members and achieved robust sales growth.
- Prepare the organization to transition through the bankruptcy of its parent organization, Muzak.

*Achievements:*

- Steadily grew revenues at >7% year over year and maintained annual profit level at 14%.
- Instilled trust and inspired loyalty across the team. Infused the workforce with pride and purpose.

**EVANS INDUSTRIES**, New Orleans, LA*Manufacturer, reconditioner and packager of 55-gallon steel drums and provider of environmental storage solutions.***Eastern Regional Director / Turn-Around Contract Consultant**

2003 – 2004

Provide turnaround leadership and venture capital refinancing for Evans Industries, a 75 year old, \$85 million, 350 employee financially troubled manufacturer.

*Mission:*

- Reorganize and restore totally failed manufacturing operations. Then steadily increase daily production.
- Develop fresh Product Plans focused on increasing service revenue margins to brand Evans as an intellectual property consultant with a particular expertise in safe and economical petrochemical environmental storage and transport.

*Achievements:*

- Turned around EBITA loss of \$16 million in prior year to \$8 million gain, a \$24 million swing.
- Increased productivity by 50% by developing a revised plant scheduling/maintenance algorithm.
- Qualified company for urgent venture capital infusion. Negotiated \$20 million debt reduction package.

ACTCOM later acquired by NETVERSANT SOLUTIONS, Houston, TX  
*National provider of electronic security, networking and telephony solutions.*

1996 – 2003

**Company President**, NETVERSANT SOLUTIONS, Atlanta Office  
Selected by CEO to take over and revitalize this underperforming office.

*Mission:*

- Employ advanced marketing strategies and aggressive sales tactics at the local and national level.
- Restore the reputation and profitability of this struggling location.

*Achievements:*

- Grew revenue, profits and personnel by 15% YOY under an impassioned banner of quality.
- Secured and managed \$10,000,000 national contracts with Home Depot and Delta Airlines.

ACTCOM, Seattle, WA

**Executive Vice President / Principal**

*Mission:*

- Managed all daily operations while guiding the cultural transition from a small (18 employee) blue collar, family run shop to a 250+ employee professional services business.
- Developed a forceful strategic plan by researching the market, assessing the competition and customizing a specific mix of networking products and services to meet market needs.

*Achievements:*

- Grew revenues from \$2 million to \$25 million annually by consolidating organizational improvements, marshalling financial resources and elevating customer satisfaction.
- Implemented and managed major new ERP platforms (Great Plains Dynamics and Oracle).
- Lead the acquisition of ACTCOM by NetVersant using an effective negotiating approach to obtain maximum value in \$5 million purchase. Re-branded ACTCOM to “NetVersant-Northwest.”

GTE INFORMATION SYSTEMS (now Verizon)

**Marketing Development Manager**

1992 - 1996

Managed strategic planning and entire marketing program for Northwest Region and Hawaii.

U.S. COAST GUARD

1978 – 1990

**Desk Watch Officer, Engineering Project Manager**

Served on high endurance cutters patrolling from the Arctic Circle to the Equator. As Project Manager, oversaw the design, contracting and construction of more than \$15 million in facility improvements.

**BOARD OF DIRECTORS**

International Planned Music Association, 2005 – 2008 and Dowley Security Systems, Inc., 2009 - 2015

**EDUCATION**

**M.B.A.** Marketing and Information Systems (1990 - 1992)

University of Washington, Seattle, WA GPA 3.75/4.0

**M.S.** Engineering and Project Management (1984 - 1986)

University of Illinois, Urbana-Champaign, IL GPA 3.85/4.0

**B.S.** Civil Engineering (1978 – 1982)

United States Coast Guard Academy, New London, CT GPA 3.87/4.0, with High Honors