



David D. Davis, MBA

Global Executive

6128 Braidwood Lane, NW
Acworth, GA 30101
(M) +1 770-298-2686
(E) david.d.davis@icloud.com

Specialties

Executive Leadership • P&L Management • Turnaround Management • Customer Facing / Relationship Management • Strategic Culture Change • Acquisition Integration • Brand Management • Talent Identification • Contract Negotiation • Strategic Sourcing • Sustainability and Safety Integration • Stage Gate Project Management • Supply Chain Integration (across multiple distribution platforms) • Product Management • Pricing Strategy • OWC Management • EBITDA Performance

Summary

My journey has been a combination of education, training, and real world experiences in diverse areas of the two corporations for which I have worked with the intent of becoming a global executive leader with the skills necessary to take on successively larger P&L responsibilities. I have been asked to take on the most difficult assignments with the goal of turning underperforming businesses into a winner. I have succeeded in doing so, in even the most difficult economic circumstances. Having had the opportunity to run business units and global functions with different needs and varying missions, I know that consistent principles, articulating a mutually beneficial vision, and expecting success are the critical success factors. I find it rewarding to lead people to have greater success than they thought possible.

Experience

Global Director of Purchasing (VP)

AkzoNobel Coatings, Inc. | Wood Finishes & Adhesives
HQ Louisville, KY

AkzoNobel

May 2012 – Present

Directly responsible for group of seven corporate procurement professionals spread across the globe who buy multiple categories across all of our business unit platforms as well as matrix responsibilities for purchasing teams in the Global Regions: AMERICAS, EMEA, and APAC with direct responsibility for the Wood Finishes and Adhesives business. My portfolio responsibility is greater than .5 Billion USD. Our top priority is to meet the demands of our customers by balancing a lean portfolio of high demand products delivered on time at the lowest cost. Our strength in achieving this priority is based on having a direct link to the business strategy, using innovation as a driving force, and embedding best practices uncovered by operating in a continuous improvement culture.

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Experience (continued)

Director of Commercial Vehicles (OEM & Aftermarket) & Sign

AkzoNobel Coatings, Inc | Automotive & Aerospace Coatings

HQ: Norcross, GA

- ✓ Managed three different business segments with combined revenues over \$70M
- ✓ Included two largest customers in A&AC BU (Navistar and Oshkosh)
- ✓ Secured new five year agreements with both and improved margins.
- ✓ Gained additional \$15M USD contract for IC Bus business in process.
- ✓ Over \$1.5M in operational cost savings in 2010 and 2011

AkzoNobel

February 2008 – May 2012

Percent Growth to PY	2010	2011	2012*
Revenue	122%	116%	118%
Gross Margin	124%	119%	106%
Local Operating Income	151%	142%	125%

**Through April while in the job*

In the 28 months following the economic collapse of 2008, Revenue grew 181%. During the same period GM & LOI grew 170% and 290% respectively. The GM/REV increased 4% and OWC improved 7%.



Global Brand Manager – Commercial Vehicles

AkzoNobel Coatings, Inc. | Automotive & Aerospace Coatings

HQ: Amsterdam, The Netherlands

December 2005 – February 2008

- ✓ Responsible for product management of all commercial vehicle brands globally
- ✓ Rationalized 30% of the portfolio
- ✓ Developed the Single Stage Product Strategy in use today
- ✓ Developed project strategy for LV650 introduction

AkzoNobel

Region Manager –Stores and Distribution

National Sales Manager –OEM & Fleet

Zone Manager –(NAPA)

Region Manager –(NAPA)

Sales Representative –(NAPA)

The Sherwin-Williams Company

HQ: Cleveland, OH

- ✓ Promoted four times in 11 years
- ✓ Largest budget \$60M USD revenue with 10 direct reports
- ✓ Tagged as turnaround specialist. Would come into underperforming units, assess the issues, make necessary changes, and drive culture change.
- ✓ Key stakeholder in development and commercialization of Genesis product line.



SHERWIN-WILLIAMS.

1994 - 2005

Experience (continued)

Teacher and Coach

Deerfield-Windsor High School
Albany, GA

- ✓ 9th Grade English
- ✓ 8th Grade Computer and Study Skills
- ✓ Varsity and Junior Varsity Football
- ✓ Varsity Baseball
- ✓ Junior Varsity Girls Basketball



1992 - 1994

Insurance Agent

Georgia Farm Bureau
Monroe, GA

- ✓ Licensed agent: property and casualty, automobile, life and health



1990-1992

Education

INSEAD

Executive Education Advanced Management Program
Fontainebleau, France



2010

Kennesaw State University

Masters of Business Administration (MBA)
Kennesaw, GA

- ✓ 4.0 GPA with Honors | Beta Gamma Sigma



2000 - 2002

The University of Georgia

Bachelor of Science, English (BS)
Athens, GA



1986 - 1991

Notable Achievements

2011 "The Winner" Award

Given to the leader of the unit that demonstrated the best financial performance over budget in the areas of volume and revenue growth, EBITDA growth, and OWC improvement.

INSEAD 2010 "Innovation Project Winner"

As chosen by CEO and participating executive committee members (TEAM 5)