**Kevin B. O'Connell**

1230 South River Street

Marshfield, MA 02050

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Summary**

Educator and senior executive with a successful track record in both academia and industry. Demonstrated success in strategic planning & implementation, leadership, teaching, finance, and administration. Significant experience in restructuring organizations, right-sizing organizations, and leading cross-cultural teams. Enjoys complex problem solving.

**Master of Business Administration**, Stanford University, Palo Alto, California, USA

**Bachelor of Arts,** *magna cum laude* *(high honors)*, Harvard University, Cambridge, Massachusetts, USA

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Professional Experience**

2011 *present* **THE AMERICAN UNIVERSITY IN CAIRO**, New Cairo, Egypt

**Associate Dean, Executive Education,** **School of Business**

CEO of Executive Education. Oversee annually 350 open programs and 70 customized programs offered to 4800 participants in Egypt and the Arab region. Direct up to 65 full-time employees and a pool of several hundred part-time instructors. Annual revenues approximately $5 million. Achieved global ranking of open programs by the Financial Times: currently ranked 71st in the world. Achieved over 45% increase in revenue growth rate since 2013, despite political and economic uncertainty in Egypt. Proposed, planned, and then implemented the merger of two independent executive education units resulting in a significant cost savings, a 30% headcount reduction and more focused operations. Directed the re-branding of the new entity, the launch of new programs for the c-suite executives, for real estate executives, and for family business. Managed the creation of a new strategic plan and insured its implementation.

**Associate Dean, School of Continuing Education (SCE)**

Coordinated strategic planning (2013 - 2015). Refocused the largest outreach arm of the university, 35’000 non-degree participants in 2013. Managed the creation of a new strategic plan and proposed realignment of programs with Executive Education.

 **Professor of Practice, School of Business, Department of Management**

*Willard Brown Chair of International Business Leadership (2011 - 2014).* Head of the General Management Unit (2011 - 2014) assigning courses to 15 faculty members. Courses created then taught include Leadership (MBA) and International Business (MBA). Taught Managing in a Dynamic Environment (MBA), created and taught Management Accounting and Capital Budgeting (eMBA), International Business (undergraduate), Introduction to Finance (executive education), and Leadership (executive education). Contracted and led faculty for the flagship Advanced Management Program (executive education).

*Volunteer service to the university:*

* served on the provost search committee
* served on the university strategic planning committee
* served on the university ad hoc budget review committee (to settle a student strike)
* served on the university human resources director search committee
* serves on the Executive Council of the School of Business
* served on the Council of the School of Continuing Education
* served on a task force advising the university President on correct staffing levels
* designed and launched the undergraduate International Experience Award
* launched the undergraduate Spring Study trip abroad program
* led and coached students in 4 international case competitions abroad

2010 - **ENPC SCHOOL OF INTERNATIONAL MANAGEMENT, Paris, France**

*present* *École des Ponts Paris Tech*

 **Visiting Professor**

Courses taught include Introduction to Finance, Introduction to Management, and Global Management. Numerous guest lectures.

2005 - 2010 **SANDOZ INTERNATIONAL, GMBH, Holzkirchen, Germany**

 *Pharmaceutical industry, generics subsidiary of Novartis AG, Basel, Switzerland*

 **Manager of Business Planning and Analysis**

Conceived, created, and implemented a business planning and analysis function in a new generics business unit, having sales of approximately $8 billion. Implemented strategic, annual budget, quarterly and monthly reviews for Technical Operations (manufacturing and supply chain). Focus areas included major global capital expenditures, demand planning including write-off reduction, injectables production, manufacturing strategy, strategic projects, and global direct purchasing. Appointed to Novartis Group finance faculty.

**Strategic Projects:** Financial lead for the decision to close and re-assign activities of a major facility. On-time and on-budget implementation of closure of the factory, packaging plant, warehouse and research center.

**Finance College Faculty:** Appointed Global Faculty member and jointly designed a course in operations finance. Systematically received the highest ratings from participants or a Novartis internal course (5 out of 5).

**Direct Purchasing:** Implemented and validates global direct purchasing spend and savings calculations. Savings approximately $80 to $100 million annually.

2001-2005 **NOVARTIS CONSUMER HEALTH SA, Nyon, Switzerland**

 *Pharmaceutical industry, OTC subsidiary of Novartis AG, Basel, Switzerland*

 **Head of Business Planning and Analysis**

Chief financial officer for the supply chain function ensuring that Novartis OTC plants, regions, and headquarters achieved financial targets.

* Responsible for financial performance at five plants located the USA, Switzerland, the U.K., Puerto Rico, and Pakistan. Insured optimal plant network performance.
* Initiated and coordinated the provision of monthly results, budgets, year-end estimates and strategic plans. Identified issues, and drove corrective actions.
* Coordinated the provision of financial support for product transfers and direct purchasing, insuring optimal value-added decision making.
* Directed support for strategic projects such as plant closures.
* Evaluated major capital allocation requests

OTC Business Unit sales approximately $1.9 billion. Directly or indirectly supervised ten employees plus their staffs.

1996-2000 **PARKER LUCIFER SA, Geneva, Switzerland** (formerly Honeywell Lucifer S.A.)

*Solenoid valve manufacturer; subsidiary of Honeywell, then subsidiary of Parker Hannifin Corp.*

**Division Chief Financial Officer**.

Directed general accounting, cost accounting, planning, corporate reporting and treasury for two factories and several foreign sales offices. Member of the Division Management Committee.

* + - * Negotiated $1.4 million in counter claims following sale of the division
			* Integrated Honeywell financial & accounting systems with Parker Hannifin
			* Managed implementation of new ERP system
			* Initiated system for foreign credit control resulting in large DSO improvement
			* Consistently managed Geneva finance department under budget ($700 thousand)
			* Financial integration of an Italian factory into the Division

Division sales approximately $60 million. Directly supervised eight employees.

1994-1996 **SODEM DIFFUSION SA, Geneva, Switzerland**

*A manufacturer and distributor of surgical power tools*

**Chief Financial Officer.**

Responsible for accounting, management reporting, information systems and administration. Member of the management committee. Implemented a cost reduction program producing administrative overhead reduction of 25%. Re-wrote chart of accounts.

Total sales of $9 million. Supervised two staff members.

1989-1993 **EXYCON AG, Zug, Switzerland**

*A manufacturer of computer components.*

**Chief Financial and Administrative Officer**

Supervised local and group accounting, managed local and group treasury, and responsible for group forecasting. Restructured the American subsidiary and U.K. manufacturing operation. Managed friendly takeover by leading supplier.

Total sales $8 million.

1987-1989 **INNOVI SA, Le Locle Switzerland**

*Management consulting and venture capital firm*

**Director and Co-founder**

Executed due diligence on potential investments. Wrote business plans, private placement memorandum, and conducted distributor searches for client companies.

1984-1986 **MARAKON ASSOCIATES**, **San Francisco, California, U.S.A.**

*Management consulting firm specializing in mergers and acquisitions*

**Consultant**

 Expertise in company and business unit valuation. Conducted merger and acquisition research. Responsible for external professional recruitment.

1979-1982 **NOLAN, NORTON & COMPANY**, London, U.K.

Management consulting firm specializing in information system management

**Director of Finance and Administration**

Co-founded the London branch office. Responsible for accounting, management reporting, and budgeting. Hired and supervised nine administrative employees.

1978-1979 **MASSACHUSETTS GOVERNOR'S OFFICE**, Boston, Massachusetts, U.S.A.

**Advanceman** for the Governor of Massachusetts. Coordinated the Governor's public appearances.

**Education**

1986-1987 **IMD**, Lausanne, Switzerland

**Research Associate**. Wrote business cases, industry analyses and print articles.

1982-1984 **STANFORD UNIVERSITY**, Palo Alto, California, U.S.A.

MBA degree, June 1984. Teaching assistant in Information Systems. Internship with Chase Manhattan Bank, New York. Finance Manager, GSB Yearbook.

1974-1978 **HARVARD COLLEGE**, Cambridge, Massachusetts, U.S.A.

BA degree, *magna cum laude*, in Psychology and Social Relations, June 1978. *High honors* for thesis on selective forgetting. Dean's list four years. Captain, varsity swimming team. The Delphic Club.

**Personal Information**

American citizen. Fluent in French. Basic German. Enjoys sailing, sports and collecting antiques.

**Memberships**

UNICON. The Academy of Management. The Royal Ocean Racing Club. La Société Nautique de Genève. The Harvard Club of Boston.