

To the Town of Boxford Administrator and Select Board,

It is with keen interest in the Advisory Committee's and the Town of Boxford's initiative to analyze potential uses of town buildings, that I submit my attached resume

One of the critical traits for the individual you desire should be a past and present Involvement in activities that benefit the Boxford Community:

Thus, as a member of the West Boxford Improvement Society (WBIS), I have actively participated in all not-for-profit WBIS events which have been held to drive toward a more cohesive and fun-loving/engaging community.

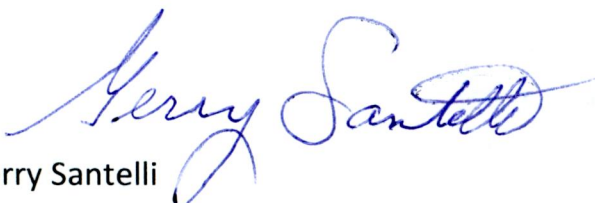
Additionally, our efforts to raise funds have been to give back to identified residents in need and to help community organizations achieve and fund their specific needs. Most recently, working with the town's Document Center, I initiated funding to help the Center produce and deliver images in color – a long and much sought-after desire and one that significantly enhances the results they deliver to our community.

Also, as an active participant in our local American Legion Post, I have helped organize Legion events such as Veterans' Day, Memorial Day, Thanksgiving dinners to needy families in our community, fund-raising events, and have spoken several times at Veteran events within our Town.

As you can note, my desire is to continue to actively participate in the community in ways that best serve us all. The task within which you are challenged is one my experience and expertise would be a positive asset.

In the attached resume it should be noted that the positions I have held in those corporations are a result of being pursued and recruited by individuals with specific knowledge of my capabilities and achievements.

Sincere respects for the important work you are about to undertake,


Gerry Santelli

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PERSONAL ATTRIBUTES and BACKGROUND

Results driven, strong work ethic, good interpersonal and analytical skills, team player, culturally sensitive.

Married, two children, four grandchildren, decorated Marine Corps Combat Veteran, Community volunteer and active participant in Community events. Boxford resident since 1999.

AREAS OF EXPERTISE

Strategic Business Planner with cross discipline business experience and proven ability to drive cost effective and profitable businesses and solutions, New Business Solution & Service Development with International experience in Asia-Pacific and Latin America

WORK EXPERIENCE

Owner of a Service-Disabled Veteran Owned Business

Principal Client: DataBank IMX, **acting** VP, Business Development, Education Markets

Responsibility: Identify, develop, drive Participation Strategy and market opportunities within Education markets

Results: Drove business from less than \$500,000 to exceed \$30 Million of highly profitable business on an annualized go-forward basis within eight years.

WW Director, Customer Services & Support, Vutek (efi)

Responsibility: Direct all internal service & support operations, to include new growth vectors worldwide: Engineering, Support, Customer Presentations, Training, Documentation, Web and Parts Management

Results Restructured and realigned groups, reduced costs, eliminated costs overruns and inefficiencies by upwards of 75%, while volume and customer base grew and product line expanded.

Eastman Kodak Company, General Manager, Systems & Solutions Business

Responsibility: Manage Research, Software Engineering, Technology Licensing Partnerships, Sales/Marketing, Professional & Consulting Services, Strategic Software Product Planning, Technical Support, and Site Operations.

Results: Redirected/aligned independent subsidiary focused on Business Unit strategies, transitioning the team to one of strategic value for the Corporation and transitioned from a cost drain to a profit center

Identified by Corporate as a top performer within Kodak

EDUCATION

BS, Computer Science

MS, Management, Computer Systems & Technology

Rochester Institute of Technology, 1977

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Other prior held positions:

Compaq Computer Corporation, Manager, Custom & Professional Services

Responsibility: Managed teams of software consultants, PMP project managers, and sales consultants who deployed technology and delivered product life-cycle solutions for cross-platform computing.

Results: Significantly increased team productivity from 30% utilization to 90+% while improving team spirit.
Profitability increased from a break-even business to a 45% margin within first 12 months.

Danka Office Imaging Company, Director, Sales, Marketing, and Technical Support, Latin American Region

- Built the base for a digital products business in Latin America, initiated business & marketing plans, and product launches with field Sales & Support.
- Led transition of country organizations from traditional business into the digital arena and drove business within countries into new major accounts grew 20% top line growth, and from a multi-million-dollar loss to a positive earnings contribution.
- Elected member of company's Digital Executive Board, tasked with setting company's strategic direction for systems, solutions, and professional services business.

Eastman Kodak Company, Manager, Systems Business, Asia-Pacific

- International assignment based in Tokyo and Australia, responsible for all technical activities for regional business units, including Systems Marketing, Sales, R&D, and Customer Support.
- Launched Asia-Pacific Systems and Components businesses and organized into growing and profitable units. Led teams in setting strategies and established geographically diverse Sales and Support organizations.
- Managed teams and third party suppliers to develop products specifically designed for Asian markets.
- Led country teams in numerous successful sales activities, many exceeding \$1M.
- Invented, designed, and implemented customer-specific solutions that drove region's revenues/earnings growth.
- Managed field Service teams throughout Asia (6-month assignment, concurrent with other responsibilities); aligned Service to Sales/Marketing goals; reversed declining morale while increasing profitability.

Eastman Kodak Company, Corporate Strategic Planner

- Developed new business opportunities that crossed all business units within the company's Imaging sectors leading to the genesis of the company's Printing & Publishing Division.

Eastman Kodak Company, Manager, Integrated Systems & Solutions

- Built a self-sustaining and profitable business for building integrated systems (with 50 consultants and software engineers) and delivering customer-specific solutions key to closing over \$15 Million in imaging and workflow systems sales in first full year.