

# Peter M. Kujawski

## WORK EXPERIENCE

### **LEID Products, LLC**

**2018-present**

LEID Products produces the most advanced biometric and electronically accessible locker, cabinet and weapon and sensitive asset storage available, providing built-in asset management and inventory control software and RFID tracking. LEID's SmarGuard and SmartAxess systems are accessible through biometrics, magnetic strip or barcode scanning for secure access verification for the Defense, Law Enforcement, Library, University, and Hospital markets.

#### President:

**2019-present**

- Spearheaded a generational rebuild of the electronics and software for the LE/Defense and library systems.
- Led the company to three straight years of growth and profitability for the first time in its history.

#### Vice President of Sales and Marketing:

**2018**

- Overhauled sales and marketing

### **FEMA Operations Division Supervisor (Disaster Deployed) Hurricane IRMA Disaster Recovery**

**2017-J2018**

As Division Supervisor (DIVS), served as the principal Unified Coordination Group (UCG) representative in the division with the State, Local, Tribal, and Territorial (SLTT) representatives for Sarasota and Manatee Counties. Ensured efficient, effective communication and coordination occurred between the Federal and SLTT government on behalf of the unified incident management organization.

### **View, Inc.**

**2014-2016**

World's leading manufacturer of electrochromic (EC) glass for the commercial building industry. EC glass changes tint ahead of the sun to control glare, harvest energy and optimize daylight. (450 person, \$650M funded VC start up)

#### Director, Eastern Region

- Landed the largest hospital and higher education projects for View in the Northeast.
- Conducted 150+ presentations to developers, owners, architects, & GCs on this game changing technology
- Accomplished all the groundwork for a successful project with Massport at Logan Airport in Boston

### **Nanocomp Technologies, Inc., Merrimack, NH(DoD/VC Start up)**

**2012-2014**

Nanocomp is the first--and at present only—commercial producer of high performance strong, light and conductive sheets, tapes, wires and yarns comprised of high concentrations of carbon nanotube (CNTs) fibers.

#### Director, Business Development

- Landed \$4.12M Phase IV ManTech Program

### **SIG SAUER, Inc., Exeter, NH**

**2004-2012**

World renowned manufacturer of small arms for the military, law enforcement and for sporting. (\$600M)

Eight years in a dynamic start-up environment that saw the company go from a distributor status with sales of \$40 million to a world-class manufacturer with sales of \$600M.

#### Vice President for International

Promoted to this newly created position. Business Unit Manager (P&L) responsible for sales for SIG Sauer Defense.

- Captured largest contract in Company History \$56M FMS contract with TACOM for Colombia
- Has successfully grown the division from \$500K to \$42M in sales over three years.

#### Vice President for Military, Government, Export and the Academy

Business Unit Manager (P&L; \$12M) responsible for all U.S. Military, Federal Government, Export and Training business activities within SIG SAUER. Corporate Officer. New Business Developer. Export Compliance. Congressional Liaison.

- Responsible for securing the largest (\$23M) federal LE pistol contract in the history of the U.S.G. (DHS).
- Led a turn around of the SIG SAUER Academy. 25%, 30%, 27% and 28% growth four years running.

**SOLECTRON**, Milpitas, CA (now part of Flextronics)

**2001-2003**

World Leader in Electronic Manufacturing Services and Supply Chain Management Solutions (\$11.2 Billion)

Business Director - Solectron Global Services

Full P&L (\$23M) and financial responsibility for two of the Company's largest clients. Lead, manage and direct the organization in the service delivery, ensuring that operations meet or exceeds the business, operating and financial objectives. Maintain and strengthen client relationship looking to expand business with Nortel Networks and Lucent.

Global Accounts Manager - Solectron Global Services

Responsible to provide worldwide sales management to two Fortune 100 accounts for Solectron Global Services. Responsibilities included: exponential revenue generation, global strategy development, contract development and execution, interaction with customers at the corporate level, customer service, proposal writing and negotiation.

- Grew largest account (Nortel Networks) by 75% in FY 2002 despite a steep market decline through diligence.
- Identified and secured major new revenue drivers. Positioned accounts for continued growth.

**GE CAPITAL FUNDED - SPECIALTY FILAMENTS INC (SFI), Andover, MA**

**1999-2000**

This venture capital backed start-up was a leading international manufacturer of synthetic filaments (\$100M sales).

Business Director for Marketing, Product Management and Business Development

Responsible for analyzing market demand and developing marketing and sales strategies. Responsible for all product management activities integrating the products from the four acquired companies that made up SFI. Directed all tradeshow, advertising, sales presentations and literature. Responsible for the company's Research and Development.

- Exceeded plan in 1999 (\$23MM) despite significant delivery and quality problems.
- Successfully led a project to move two major production lines without customer loss.

**NASHUA CORPORATION**, Nashua, NH

**1994-1999**

Nashua Corp. was a \$200MM international manufacturing company. Its core competencies lie in the development and manufacture of specialty imaging products including toner, developer, laser toner cartridges, and resins.

Director, Worldwide OEM Sales, Imaging Supplies Division (1996 – 1999)

Directed all aspects of the OEM, Private Label Machine Dealer and large distributor sales channels. Developed strategies for acquiring new major accounts and for growing Nashua Corporation's largest accounts.

- Turned the loss of a \$300K account, into a \$29MM, 3-year contract gaining presence in over 160 countries.
- Developed strategies for each sales channel, set objectives to support strategies & instituted business discipline.
- Increased sales and profitability through improved speed-to-market, and enhanced product reliability.

Regional Manager, Nashua Commercial Products Group (NCPG) (1994 – 1996)

Recruited by Nashua Corporation to lead sales through a restructuring. Managed the largest region with \$44MM in sales and ten direct reports. Responsible for the sale of labels, tape, specialty coated papers, and imaging supplies through direct sales, dealers and distribution channels in a 13-state territory. Member of NCPG management team.

- Achieved 100% of forecast in 1995 despite major quality problems. Grew cartridge sales by 56%.
- Developed and implemented aggressive organizational plans; sales tracking system; a quarterly review system.
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**RAYCHEM CORPORATION, (now Tyco Electronics)** Menlo Park, CA

**1986-1994**

Raychem was a \$1.6B international material science and manufacturing company employing 9,000 people.

Regional Manager, Electronics Group (1993 – 1994)

Responsible for optimizing sales and increasing market share in a \$15.4MM region. Responsible for creating sales plans and providing vision for growth. Products included electrical/electronic interconnection systems, EMP products, gel

protection components, heat-shrinkable insulation and molded parts, identification systems and shape memory alloy products to original equipment customers in defense, mass transit, aerospace, medical and industrial markets.

- Grew sales by 12% in a declining defense market and at a time when Divisional sales were decreasing by 10%.
- Restructured/added new channels of distribution and launched new programs to capture \$2MM in new business.
- Reduced operating expenses 20% by closing offices and reorganizing while increasing customer coverage.
- Provided leadership to subordinate managers, three manufacturers' representative firms, and six distributors.

Area Manager, Electronics Group (1986 – 1993)

Responsible for defense and mass transit market sales in the Electronics Group. Responsibilities include: strategic account management and system sales to Sikorsky, Grumman Aerospace, BMY and Morrison Knudsen; representative/distribution sales management for secondary channel; and interface with US Government agencies. Products: electronic, fiber optic, and hydraulic interconnect systems to aerospace, ground system, satellite, marine, mass transit and avionics manufacturers.

- Awarded Raychem's Top Area Manager 1993. \$10MM in sales; 120% of forecast.
- Locked up 100% of the available business on a major new rail account. \$1.5MM booked; \$7.3MM contracted.
- Negotiated 'single source' aerospace wire cable contracts with Sikorsky Aircraft through 2003 valued at \$9.4MM.
- Structured a \$24MM technology transfer "offset credit" from the Republic of Korea for Sikorsky Aircraft.
- Negotiated numerous multi-million dollar agreements that locked out competition. Resulted in sales of >\$5MM.

**United States Army: Active Duty; (1979-1986)**

Officer in positions of increasing responsibility in the 7<sup>th</sup> Infantry Division and Aberdeen Proving Grounds.