

Christopher J. Bozeth



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An experienced Manager and Leader with 23+ years in technology space with emphasis on strategy, sales & marketing, product development, and team leadership in fast paced-uncertain environments.

Skills

- Develop commercial strategies with a focus on market share, differentiation, revenues, and profits
- Develop product development strategies with a focus on performance, cost, cycle, and design life
- Quickly adapt to change: Set Goals, Clarify Communication, Negotiate Targets, and Simplify Processes
- Lead teams by outlining vision, defining goals, and setting the pace and tone of a project effort

Recent Accomplishments

- 2015-2016: Reduced as-sold project costs by 25+% pts and executed scope ahead of schedule
- 2010-2015: Led \$50+ MM development programs for next-gen Steam Turbine and Power Plant products
- 2008-2010: Drove material cost-out 20+% pts over baseline for Generator unit manufacturing

Experience

General Electric (GE)
Schenectady, NY

1/2008-Present

Project Manager: *Generator and Balance of Plant (BOP) for Combined Cycle (CC) and Fossil Power Plants*

Lead projects by setting goals, identifying/mitigating risks, and meeting deliverables on-time and underbudget

- Drove CM 25+% pts above “as-sold” targets by identifying cost savings opportunities w/in \$XXX MM project
- Accelerated project 19 days ahead of completion target (valuation: \$20 k USD per day / \$380 k total)
- Identified project gaps by evaluating tops-down commercial targets vs. bottoms-up plan execution realities

Product Manager: *New Product Introduction (NPI) next generation Steam Turbines and CC Power Plant*

Led product development programs and associated commercialization strategies

- Established development strategies using market analytics, voice of market/customer data, and track records
- Set targets on performance, cost, and cycle based on design life, manufacturability, and maintainability trades
- Led the development / commercialization of three utility Steam Turbines, and one CC Power Plant products

Senior Buyer: *Generator*

Led commodity procurement restructuring efforts, while improving overall quality, fulfillment, and cost savings

- Negotiated 20+% pts material cost out, while strengthening supplier relationships and meeting internal targets
- Reduced procurement cycles by 60+% pts, while improving cash flow through “just in time” inventory practices

Rain for Rent
Monroeville, NJ

1/2007-1/2008

Sales Engineer

Rented and sold liquid storage tanks, pumps, and filtration equipment to ground water remediation contractors

- Sold 58 deals while generating \$1+ MM in revenue from a balance of \$0
- Designed, sold, and managed 10 ground water remediation projects within NY and NJ territory

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Matheson Tri-Gas (MTG) East Rutherford, NJ

5/2004-7/2006

Sales Engineer

Sold specialty gases & equipment to semiconductor, pharmaceutical, chemical, and distribution entities

- Increased annual revenue ~8+% YOY by increasing existing business and acquiring new accounts
- Negotiated contracts and credit issues for 500+ accounts within the \$4+ MM NY, NJ, and PA territory

Varian Semiconductor Equipment Associates, Inc. (VSEA) Gloucester, MA

1/2000-3/2003

Applications Engineer

Performed live customer ion implanter product demonstrations and tested R&D equipment upgrades

- Enabled \$60+ MM in capital equipment sales by demonstrating equipment performance and operability
- Led cross-functional teams for problem solving, process improvements, and sales demonstration efforts
- Supervised final installation projects: TECH (Singapore), Fujitsu/AMD (Japan) and Hitachi (Germany)

Education

Old Dominion University, Norfolk, VA
Bachelors of Science

1999

Strayer University: Jack Welch Management Institute (JWMI)
MBA Courses: 21st Century Leadership, Communication and Ethics,
Managerial Economics, Finance Management 1,
Finance Management 2, Global Marketing, and Strategy

2014-2016

Military

United States Navy, Norfolk, VA

1992-1999

Fundraising

United Way

2013

Led GE Schenectady, NY campaign effort: Generated \$670+ k USD in donations