

“If you want to make your customers love you, then enable them to either make more of their products, improve their products or sell more of their products. It is really that simple.”



CONRAD L. SMITH

After achieving distinction as a leader in his military career, Mr. Smith successfully transferred those leadership skills to the corporate environment.

Rising rapidly through the corporate ranks, Mr. Smith gained experience as a front-line manager before taking on senior executive positions in Fortune 100 companies. At James River, a multi-national paper and packaging corporation, Mr. Smith was responsible for operations and sales within the 1.7 billion packaging business. He was point person for buying decisions on a \$50 million project to streamline in-line production processes, representing the single largest investment any company had ever made in packaging technology. The project involved three major manufacturers and became the benchmark for all future processes within the industry.

In another major project at James River, Mr. Smith was responsible for purchase decisions relating to a \$5 million EPA/Clean Air Act Solvent Recovery Project that resulted in significant cost reductions and widespread recognition, giving James River competitive advantage in the marketplace.

Mr. Smith also worked as a Systems Analyst in the Space Systems Group of General Electric, where he managed the deployment and operations of national security assets.

INDUSTRY EXPERTISE

Manufacturing, Technology, Retail, Insurance

CORPORATE BACKGROUND

VP of Operations, James River; Systems Analyst, General Electric

EDUCATION

MBA, Webster University; MS/Computer Sciences, Virginia Tech; BS/Engineering and Mathematics, U.S. Naval Academy

LANGUAGES

English

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