

“Sales professionals must be prepared to deliver the value their customers need or expect to get beat up on price.”



## JAMES J. MELILLO

Jim Melillo combines executive-level experience running companies with broad financial credentials, including dozens of global mergers, acquisitions, divestitures and financings.

At the investment bank RCL Northwest, he had dual responsibilities as President and registered broker dealer specializing in mid cap stocks and debt instruments. Projects included assisting with the merger of a third market company in the United Kingdom with a NASD-listed firm, raising debt and equity for multiple firms on the West Coast of the United States and involvement in several IPOs.

As CFO and director of NPI, Mr. Melillo handled one of the first “roll ups,” growing from 40 to 150 highly profitable units in two years. Responsibilities included taking the franchisee public while negotiating a revenue ruling with the Internal Revenue Service and creating a tax-free dividend for the founders. He was instrumental in building the company into the largest Pizza Hut franchisee in the world.

During his tenure in Strategic Planning and Technology Acquisitions for Marion Merrill Dow, a \$1 billion-plus company, Mr. Melillo was involved in structuring and negotiating licenses or joint ventures with leading corporations around the world, including Dow Pharmaceutical in the U.S., Hoechst Russel of France, Perstorp Chemical of Sweden and Mitsubishi Biologicals of Japan. Prior to that he worked for Boston Consulting Group where he served such clients as Smith Kline, OMC/Evinrude, Corning Fiber Optics and Alpha-Philco.

A highly regarded consultant and lecturer in both business and educational environments, Mr. Melillo is a co-founder & President of Executive Conversation.

### INDUSTRY EXPERTISE

Financial Services, Healthcare, Channels

### CORPORATE BACKGROUND

President, Executive Conversation, Inc; President, RCL Northwest; CFO and Director, NPI; Senior Director of Strategic Planning and Technology Acquisitions, Marion Merrill Dow

### EDUCATION

MBA, Columbia University; MA/Economics, University of Pittsburgh; BA/Philosophy, Sarah Lawrence

### LANGUAGES

English

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Executive Conversation has offices throughout the United States and in London, Munich, and Singapore. Visit [conversation.com](http://conversation.com) for office locations.

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