

Jim Alampi



PROFESSIONAL PROFILE

Career Summary

Jim Alampi has an extensive background in corporate leadership throughout his career both leading as well as helping companies develop vision, build management teams and increase performance at all levels. Jim is Managing Director and Owner of Alampi & Associates LLC and advises CEOs, executive teams and Boards in the areas of strategy, leadership, execution and business improvement. Jim is co-creator of the proprietary methodology - The Execution Maximizer™ - that uses best practice tools from key business thought leaders including Verne Harnish – Founder of YEO (*Mastering the Rockefeller Habits*), Jim Collins (*Built to Last, Good to Great*) and Patrick Lencioni (*The Five Dysfunctions of a Team, Death by Meeting, The Four Obsessions of an Extraordinary Executive*).

Areas of Expertise

- Leadership
- Strategy and Execution
- Executive and Team Development
- Business Improvement

Client, Organization and Industry Experience

- Helped the CEO of a \$10 million technology company develop an executive team and create a strategic plan which led to a doubling of sales to \$22 million in three years.
- Assisted the CEO of a \$440 million real estate company in creating a vision and translating it into specific actions and alignment of the senior team.
- Advised the CEO and executive team of a \$20 million precision machining business on how to diversify and create a profitable growth company.
- Coached an Inc 500 telemarketing company CEO and executive team and helped them develop and execute a new strategic plan and start a franchising business.
- Helped the CEO of a \$350 million automotive information company develop an executive team, revise its strategy and create a global business unit.
- Advised the CEO of a \$40 commercial construction company and helped him increase revenue to \$124 million in three years.

Leadership Experience

- Managing Director & Owner, Alampi & Associates LLC, CEO Coaching and Advisory Services
- President and Chief Executive Officer, e-Chemicals Inc., B2B Chemicals Startup
- Chairman, Chief Executive Officer and President, Insurance Auto Auctions, Inc. (NASDAQ: IAAI) (\$325 Million), Auto auction services to the insurance industry
- President, Van Waters & Rogers Inc. (\$1.5 Billion), chemical distribution
- Senior VP Finance & Administration, Univar Corporation (NYSE: UVX) (\$2.5 Billion), chemical distribution
- Senior VP & COO, VWR Corporation Inc. (NASDAQ: VWRX) (\$650 Million), laboratory supplies, chemicals and instruments distribution

Education, Certifications, Memberships, Boards

- Rutgers University, BS
- Former Officer, U.S. Army
- Member, National Association of Corporate Directors

Director and/or Chairman of over 20 public or private Boards and Advisory Boards during his career.

Clients

A.B. Heller
Al Neyer Inc.
Anderson Security
Association for Corporate Growth (ACG)
Association of High Tech Distributors (AHTD)
Bemis Worldwide
Bridgetool
Briggs-Weaver
Cap Gemini Ernst & Young
Cendrowski & Selecky
Chemical Development & Marketing Assn (CDMA)
Chemical Week Magazine
Clayton & McKervey, P.C.
Compsat
Dawn Foods
Deloitte Consulting
Dynamic Back & Neck Therapy
eGlobalChem
Engineered Plastics
EPS Molders Association (EPSMA)
Envirotech Services
Exxon-Mobil
Falconbridge
Forbes Magazine
Fordsell Machine Products, Co.
Freedom One Financial Group
Golf Institute of America
Great Lakes Entertainment Systems
Great Lakes Technologies Group
Guardian Industries
Hansen Marketing
Hi-Tech Mold Engineering
i2 Technologies
IBM
Info Directions
International Flavors and Fragrances
JanPak
Kasle Steel Inc.
Kenexa
Lakeshore Engineering
Lockwood Companies
L. Robert Kimball & Associates
Marubeni-Itochu Steel Americas
Midcom Data Technologies, Inc.
National Assn of Electrical Distributors (NAED)
National Assn of Wholesaler-Distributors (NAW)
National Center for Manufacturing Sciences (NCMS)
National Logistics Management
nFocus
Norsk Hydro
OSI Software, Inc.
Peerless Steel
Productions Plus
Realty Executives International
Recticel North America
Reily Foods Company
RE/MAX 100
Renaissance Executive Forums
Rigaku America
R.L. Polk
Robertson Brothers
Rowland Companies
Rohm & Haas
Sammons Distribution, Inc.
Standard Die & Fabricating
Syntel, Inc.
Takata Inc.
The Conference Board
The Executive Committee (TEC)
The Service Source
Triton Management Group
Vistage International
Wayne County Airport Authority

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