

**Passionate
Problem-Solving
C-Level Executive**



REFERENCES

CEO/CFO, NYSE,
NASDAQ, PRIVATELY-
HELD COMPANIES

"All I can say is that Don is one of the best and brightest you will ever meet. He can do many different things; to be a "go to guy" to fix companies, develop strategy, run companies, build processes of all kinds and in general take care of things - and make things better."

SALES DIRECTOR, SAAS
TECHNOLOGY COMPANY
"Don entered company in a time of crisis - short on cash, unable to deliver SaaS application to signed Customers, and suffering from low employee morale. In just few weeks, Don replaced founder and developed in-depth understanding of software, company's problems, and market. As a result, in three months, he was able to manage company towards highest grossing quarter in company's history while keeping talent pool intact."

CTO, SERIAL
TECHNOLOGY
ENTREPRENEUR

Don has an unique ability to take a "fresh look" at virtually any business and rapidly make significant changes in Revenue, Efficiency, and Competitiveness

Executive Summary

Donald H. "Don" Turner

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Executive Summary

Performance-focused, market-driven executive with success in corporate, start-up, turn-around and international business strategy responsibilities. Success characterized by ability to quickly assess/triage organizations and then reenergize with innovative revenue strategy and execution. Have served as Chief Executive Officer, Chief Marketing Officer, Chief Strategy Officer, SBU General Manager managing from \$2 million to \$187 million.

"Track record of successfully dealing with complex business situations"

SUCCESSSES

- Healthcare startup: revenue w/ 6 months
- Technical software: 2x revenue w/ 18 months
- Commodity exchange startup
- SaaS turnaround: best revenue w/ 6 months
- NASDAQ turnaround: 5x stock increase
- Software merger: -15% expenses
- NASDAQ restructure: +40% EBITDA
- European channel strategy: +15% revenue
- Billion-dollar IPO

CHARACTERISTICS & VALUE-ADD

- Passionate market-driven Leader
- Nationally-recognized Process Reengineer
- Turnaround experience with ability to rapidly reenergize Customers and employees
- Strong revenue growth focus
- Motivational Leader, People developer
- Innovative revenue-growth Marketeer
- Experience in predicting future market trends
- Strong strategy development/execution

"Broad range of industries, marketplaces, and technology successes"

INDUSTRIES

- Technology – Software (enterprise, technical, and SaaS), Hardware (mini, fault-tolerant, clusters, kiosk), Chip Fabrication, Process Controls, B2B Internet Exchange, Voice Recognition
- Manufacturing – Automotive, Aerospace, Photographic, Consumer Goods
- Services – healthcare, internet, medical device, oilfield, direct marketing, financial

EXPERIENCE & FUNCTIONS

- Start-Up – conceptualized, started, and managed several high-tech start-ups as CEO, CMO, and Managing Director
- Corporate – served in strategy, marketing, development, and sales management roles
- Executive – multiple executive roles
- BPR – process reengineering experience
- M&A – IPO architect, significant pre due diligence and post integration

MAKING BUSINESS BETTER – ONE SUCCESS AT A TIME

Don's career is characterized as dealing with the most complex business challenges – from distressed organizations requiring "triage and stabilization" to healthy companies seeking significant new revenue growth in offerings, channels, or geographies. Importantly, he has done this across a broad range of industries, marketplaces, and technologies. His experience blends a pragmatic process-oriented management approach with a true Marketeer's ability to think "outside the box" in strategic revenue growth.

These successes have been accomplished through variety of roles – full-time executive, interim "transformation-focus" executive, and "deliverables-focus" external executive advisor.

POSITIONS

- Group President of enhanced telecom company – responsible for \$187 million and three SBU's
- Executive Vice President Strategy Development – public \$450 million company, developed business, organization, and performance strategy to support major restructuring
- Chief Strategy and Marketing Communications Officer of billion-dollar computer hardware, software, and services public company. Architected and executed successful IPO
- CEO of four privately-held technology companies
- CMO of three privately-held technology companies
- Built and successively managed several strategy consulting practices

- Master of Business Administration
- Graduate Engineering Thesis, Computer Simulation
- Bachelor of Science – Industrial Administration

University of Michigan
University of Michigan
General Motors Institute