

# Bill Roehrick

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Propels exceptional value and results

A collaborative CEO who drives exceptional growth, profitability and value. Capitalizes on high impact opportunities by integrating business acumen, analytics and out-of-the-box thinking to create alternative distribution channels, innovative product development and global expansion. Known for rapid P&L improvement derived from driving sales, new product development, and rigorous expense management. A proponent of calculated risk, seeks internal/external input, determines direction and ensures nimble execution of both short- and long-term strategies. As a leader, believe actions speak louder than words. A three tier approach of focus, discipline and accountability enables swift problem identification and a platform to provide meaningful performance feedback. Successful in multiple manufacturing environments; including foodservice, specialty chemical, water treatment, food processing, healthcare and construction.

## **Career History:**

### **Gage Corporation**

President, 2017 -2018

### **Sanjamar, Inc.**

President, COO  
2012 - 2017

### **Kremer & Davis, Inc.**

CEO, Owner  
2006 - 2012

### **Nalco, Inc.**

Global VP, Institutional  
2002 – 2006

### **Ecolab**

VP, Marketing, 1999 – 2002  
VP, Healthcare, 1994 – 1999  
VP, Janitorial, 1990 – 1994  
VP, Food & Beverage  
Processing, 1987 – 1990

## **Education:**

**MBA**, Northern Illinois Univ.

**BA**, Chemistry & Biology, Univ.  
of Illinois

## **Expertise:**

- Develops high impact strategy that achieves superior financial results
- Recruits, aligns and retains high talent leaders
- Out-of-the box thinking drives innovation and new revenue channels.
- Passionate collaborative style inspires commitment to vision
- Successful in multiple industries across diverse companies

## **Key Successes:**

- Participant in \$50MM private equity acquisition, as CEO increased EBITDA from 6% to 28%, drove new product innovation and growth of corporate accounts and executed sale for \$215MM 5 years later.
- Led global Fortune 500 water treatment company. Directed European expansion and new technology implementation that grew sales from \$400MM to \$575MM and increased operating income from \$128MM to \$221MM.
- As leader of Fortune 200 Healthcare Division, increased sales from \$25MM to \$44MM and gross profit from 52% to 62% through addition of distribution channels and new product category.
- Led Fortune 200 Janitorial Division. Increased sales from \$15MM to \$75MM and gross profit from 32% to 62% via organic growth and acquisitions.
- Managed Fortune 200 Food & Beverage specialty chemical division. Increased sales from \$75MM to \$105MM and gross profit from 42% to 51% by entering new market sectors, corporate account growth and innovative dispensing technology.
- Purchased specialty niche construction company. Grew sales from \$3.5MM to \$11MM and operating income from \$250,000 to \$1.1MM through additional service offerings and geographic expansion.

## **Target Opportunities:**

- CEO or President for a small to mid-cap company
- Board of Director for public or private company seeking business acumen and thought leadership