

# PATRICK THOMAS O'CONNOR

January 22, 2018

Dear Selection Committee:

It has come to my attention that you are conducting a search for a President. My background includes commercialization of “bleeding” edge technologies for both large firms like Lockheed Martin & small VC backed firms. This has allowed me to develop a unique skill set that appears to satisfy your requirements rather well, so I am enclosing my resume for your review and consideration.

I have led organizations with both > 1,000 or simply 3 headcount. Occasionally, that leadership was even unpleasant at times. But I overcame all of it by treating people like I would want to be treated, with both compassion and an intolerance of mediocrity – succinctly, never, never, never giving up. I have dealt with a diverse group of firms such as Apple, Boeing, Bayer, Daihatsu, Ford, Intel, Microsoft, **Sabic**, Samsung, Toyota & the DoD. I have lived outside the USA, done business in over 30 countries, as far east, as Kazakhstan and as far west as India. This journey called a career has crystalized for me how to lead people and create objectives with clear focus and resolve

If past success is indeed an indicator of future performance, then my leadership style, my maniacal demand for excellence and my preparedness to make extremely difficult decisions is the stuff of required leadership. For me, hating to lose is a bigger motivator than the will to win. Everyone wants to win. However, not everyone knows how to prepare and then lead others to winning.

My strengths include expanding companies organically and through strategic acquisition; identifying and capitalizing on emerging products and markets ahead of the competition; developing alliances and fundraising; and building and leading high performance teams.

This challenge is extremely appealing to me because of the overall level of responsibility, mission & international components. Thus, it is an opportunity that excites me tremendously and frankly, that does not happen often enough. I would like to lead this company and take it to even higher levels.

Sincerely,

*Patrick T. O'Connor*

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