

CONRAD BURTON

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STARTUPS • TURNAROUNDS • SALES INITIATIVES • RESTRUCTURING

CEO ~ SENIOR EXECUTIVE

Executive leadership position with a dynamic Internet start-up or high-tech company.

PROFESSIONAL PROFILE

- Senior-level professional experienced as CEO of public and private companies for 20 years.
- Highly analytical decision-maker with extensive experience in building, turning around, and operating companies, along with proven history of increasing productivity and turning around difficult situations.
- Seasoned executive with in-depth understanding of emerging technologies and their commercial applications, as well as international business expertise, having conducted business in Europe, Asia, and Latin America.
- Motivated self-starter who earned multiple sales achievement awards during early career, as well as sustained recognition for community service.

AREAS OF EXPERTISE

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|--------------------------------|----------------------------------|--------------------------------------|
| • Asset & Liability Management | • Negotiations | • Information Technology Initiatives |
| • Budget Development | • New Business Development | • Revenue Growth |
| • Building Strategic Alliances | • Operations Management | • Sales Direction & Initiatives |
| • Business Start-up | • Organizational Restructuring | • Staff Coaching & Mentoring |
| • Change Management | • Product Analysis & Development | • Strategic Alliances |
| • Corporate Reorganization | • Profit & Loss Management | • Strategic Planning Direction |
| • e-Commerce Management | • Profit Margin Increases | • Team Building |
| • Market Strategy | • Relationship Building | • Training & Development |
| • National/Regional Sales | • Return on Investment | • Visionary Strategies |

PROFESSIONAL EXPERIENCE

President, CEO, and Director, Biller Industries, Clifftop, WV, 2005 to Present

- Grew company from \$135 million to \$280 million.
- Oversaw National Sales, Strategic Planning, Design, Marketing, and Vision.
- Solicited, developed and maintained large national accounts, such as MGM, Target, Sears, Dillard's, Kohl's, The Limited, Tommy Bahama, Steve Madden, and Venus Swimwear, among others.
- Developed new products and distribution channels.
- Oversaw significant returns to shareholders from stock buy-back.
- Managed successful restructuring of company during downturn.

President and Chief Operating Officer, Allen Business Systems, Edmond, WV, 1999 to 2005

- Directed senior staff, manufacturing, and operations of \$180-million company.
- Improved cash flow from a negative \$13 million to positive cash flow by restructuring company.
- Directed all facets of the business, including Sales, Marketing, Manufacturing, Research and Development, Human Resources and Operations.
- Took on full P&L responsibility.
- Boosted sales from \$450,000 to \$2.6 million.

President and CEO, Fayette County Wireless Company, Edmond, WV, 1996 to 1999

- Oversaw recruiting, construction, distribution, and operations for what would become one of the largest cellular operating companies.
- Contributed to original startup team to bring first service on line for largest cellular system to turn on at the time, with 23,000 subscribers and 28 cell sites.
- Grew organization to be largest cellular operating company within a year of going live.
- Exceeded plans for growth, achieving revenue of \$100 million within two years while maintaining high profitability levels.

President and CEO, AmeriSource, Edmond, WV, 1993 to 1996

- Developed new business venture for Wireless United (CellTell) of local business centers to support telecommunication and computer products for small businesses.
- Grew business to run rate of approximately \$100 million in three years.
- Achieved profitability in highly competitive industry.
- Assembled outstanding key staff.

Sales Vice President, VanHess Enterprises, Pratt, WV, 1990 to 1993

- Directed 12-person sales force in \$15-million Industrial Sales organization while simultaneously bolstering sales in own territory from zero to \$2.5 million.
- Developed repeat customers, including Boeing, Burlington Northern, Rohm & Haas, duPont, Eaton, Exide, FMC, General Electric, 3M and Sears.

EDUCATION

Master of Science in Business, George Mason University, Fairfax, VA, 1993

Bachelor of Arts in Finance, Georgetown University, Washington, DC, 1987

BOARD MEMBERSHIPS

- Chairman of Compensation Committee, CellTell Corporation, Private, 2000 to Present
- Vice President, Chairman of Compensation Committee, National Guard Foundation (Not for Profit), 1993 to Present
- Fund-raising Chairman and Chairman of Foundation Development Committee, Children's Home of Fayette County (Not for Profit), 1997 to 2003
- Member of Compensation and Audit Committees, Allen Hall Company, NYSE, 1996 to 2000
- Development Committee, George Washington University, Washington, DC, 1993 to 1996

