

J.D. Young

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(630) 730-5887

International Executive

Multilingual

Conducted business in 46 countries over 30+ years in a variety of business and government positions around the world. The majority of broad and global operating experience is in the U.S., Latin America, principally in Brazil and Asia, with notable experience in China, the Middle East, North Africa, and Europe, as well. Lived and ran successful businesses in Latin America and Asia for almost 20 years, and was responsible for businesses across three continents that achieved or exceeded financial operating targets while experiencing harsh business environments and forever-changing economies. Products and Services: Business Expansion and Management focus consisted of operations, supply chain management, sales and distribution, product development, strategic sourcing and procurement, financial analysis and planning, dealer planning and work-out (when necessary) manufacturing, consumer finance and business services, such as data analytics, including data base marketing, incentive marketing services, business process outsourcing and marketing strategy and plans.

EXPERIENCE

Young & Associates International Management

Young & Associates International Management is a Business Expansion Consultancy that focuses on organizing New Operations and improving Existing Operations. Y & A' emphasis is to help companies get started in domestic or international business expansion by taking advantage of existing opportunities and opening new ones through a variety of ways, as noted below.

President

Responsibilities include managing the firm so that it provides Value Added results for its clients, while making use of Y& A's extensive operating experience and worldwide network capabilities, such as:

- Operating experience in several industries and services around the world, including Operations, Supply Chain Planning, Sales and Distribution, Product Development, Strategic Sourcing and Procurement, Financial Analysis and Planning, Dealer Planning and work-out (when necessary), Manufacturing, Consumer Finance and Business Services, such as Data Analytics, including Data Base Marketing, Incentive Marketing Services, Business Process Outsourcing and Marketing Strategy and Plans, and various component-groups.
- Solution to and Resolution of a broad range of operational, financial, and business expansion and strategy issues, and general management problems.
- Network capabilities developed in U.S., Brazil and other L.A. countries, Asia, China, the Middle East, North Africa, and Europe during the last 30 + years.
- In-house methodology for market research and SWOT analysis.
- Turn-Key Start-Up of new operations or Turnaround and Restructuring of current operations or Acquisition of Value Added companies.

Industries and Services served (partial):

- Supply Chain Management, and related components
- Industrials, Manufacturing
- Business Services – Data Analytics, including Data Base Marketing, Incentive Marketing Services, Business Process Outsourcing.
- Contract Manufacturing, Packaging, Contract Packaging and Private Label Sourcing
- Consumer; Food; Retail; Healthcare
- Minerals and Agriculture
- Furniture Industry
- Education
- Advisory on small to medium size acquisitions, Turnaround and Restructuring, Private Capital Raising, Trade Finance and joining them to serve Business Objectives.

Recent Assignments:

Egypt (2015-2016): worked directly with the Egyptian government and military in Egypt to review and make recommendations on how to restructure their salt export industry, to make it competitive. To identify and then fix the various management problems, and then prepare the business to successfully enter and compete in the large U.S. market.
Accomplishment: to make a fledgling business into a competitor in the U.S. market.

Brazil (2014-2015): Development of national distribution in Brazil for a market leading U.S. and international manufacturer. This project was implemented over a one year period. From initial launch, the company was well placed in the Brazilian market. Years of experience working in these countries and others, facilitated the bridging of any real or perceived cultural differences, allowing for smooth market launch of the product line.
Accomplishment: company had national distribution from the initial launch and profile of a market leader.

The Singer Company

(1986-2001)

The Singer Company was a multinational leader in the distribution and financing of consumer and light industrial purchases of multi brand consumer durables, hand tools, farm equipment, sewing machines, appliances, furniture and electronics through its direct retail and franchise outlets around the world.

President of East Asia Pacific Region (1997-2001)

Based in Manila, Philippines. Responsible for individual country management in the Philippines, Indonesia, Singapore, Taiwan and other distribution points. Other responsibilities included:

- Coordinating earlier sourcing experience in China with sales to Brazil, to include distribution to East Asia Region.

This region included:

- 17 warehouses in the Philippines and others in each country in the region.
- 2 consumer finance companies
- 3 manufacturing plants
- Accomplishments: navigated the great Asian devaluation of 1997 and remained profitable in dollars. Then grew the sales of the individual regional businesses not less than 10% per year the following three years.

Commercial and Marketing Director of Singer Do Brasil (1988-1997)

Nine years in Brazil as the Commercial and Marketing Director for Singer and was responsible for complete P&L management of two start-up divisions.

Accomplishments:

- Hired all senior management from the Sao Paulo market to begin building the startup retail division.
- Sales grew from startup (0) to sales of \$115 million and employment of 900 people in four years in the retail division.
- Total sales, existing and start-up, reached \$213 million from \$29 million in 4.5 years, through internal growth.
- The start-up operation was funded with debt. There was no equity.

Additional accomplishments consisted of complete restructuring of marketing, sales, and dealer network and credit operations of existing wholesale business with the inclusion of new products due to trade liberalization. New products were sourced from a variety of companies across China from 1990 onward through the procurement system I established. First year sales of new products from China totaled \$10.8 million dollars.

In addition to startup businesses, emphasis was on strengthening and growing the wholesale distribution network.

- Sales increased to \$93 million in 1992 from \$29 million in 1988 (220%), and a bottom line of 5.5%, all through internal growth, wholesale division.
- Growth in the retail operation was possible through development and growth of an in-house start-up consumer finance company.
- One of the first Brazil based executives to establish product procurement operations in China for the Brazil market, once import barriers were lowered in 1990.

Director of International Marketing Projects (1986-1988)

Director of International Marketing Projects (1986-1988) for The Singer Company, traveling to and working in more than 40 countries around the world. Some of these duties continued after moving to Brazil, and later Asia. Responsibilities included:

- Product development
 - Sourcing
 - Distribution
 - Sales and market development, and a number of turnaround issues and situations with local managements in many developing markets.
 - Designed and developed the Clothing Care product line for introduction to selected Singer international markets.
 - Accomplishment: first year sales were \$23 million dollars.
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Scovill Corporation

(1984-1986)

Director of International Market Development

Scovill Corporation, Yale Security Products division and Schrader Bellows pneumatic and fluid power division in Charlotte and Raleigh, NC (1984-1986). Director of International Market Development.

Experience included:

- Divestiture of a factory and management operation in Venezuela.
 - Drafting of feasibility study to open a new factory in Egypt
 - Accomplishment: divested the company of underperforming assets and began process to expand the business.
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U.S. Department of Commerce

(1981-1984)

Served in the first term of the Reagan administration (1981-1984) in three key positions.

Director of Intergovernmental Affairs & Special Assistant to the Secretary of Commerce

- Worked directly with Governors, State and Local governments in the office of the Secretary of Commerce.
- Was in charge of the Economic Development Administration or EDA, part of the Commerce Department, on an interim basis of five months, and oversaw a grant and economic development budget of nearly one billion dollars.
- In addition, helped organize the Southwest Border Commission, as directed by the Secretary of Commerce.

Deputy Director of the President's Commission on Industrial Competitiveness

- Appointed to Deputy Director by Secretary of Commerce in final year (1984) in Washington DC.
 - Directive was to assume leadership of and make improvements to the PCIC on behalf of the Reagan Administration.
 - The Commission presented its final work to the President.
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American Express International Banking Corporation

Began career at American Express International Banking Corporation. Completed management-training program and worked in each of the principal departments before joining the new Reagan Administration.

Education

Master Degree of International Management *Thunderbird School of Global Management*

Bachelor's Degree Major in Political Science and Economics *Claremont McKenna College*

Languages: Portuguese – fluent Spanish – basic