**STEVEN J. LORRENCE**

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**EXPERIENCE**

POLYMER RESEARCH Milwaukee, WI

*General Manager June 2002 – Present*

* Managed research-oriented polymer start-up through product design and development; oversaw sales/marketing initiatives of several patented products for footwear and medical markets
* Created and supervised team of 25 including 11 professional engineers and researchers; team has produced 14 different projects to date, accounting for $13 million in revenue
* Developed “C-Tech” patented custom forming system for footwear – licensed to global footwear manufacturer
* Established joint venture in Dominican Republic to integrate C-Tech into customer’s production line
* Increased sales 500% in two years

MULTI-SPORT HELMET Milwaukee, WI

*Technical Director July 2002 - Present*

## Orchestrated product design, testing, and production of multi-sport protective helmets for start-up company

## Advised President on general management issues and assisted with marketing and sales efforts

## Coached team through 15-month design-to-production cycle of first product; ultimately captured 5% of $130 million market

BOSTON MARINA Boston, MA

*General Manager September 1998 – June 2002*

## Led management team and designed organizational structure for newest and largest marina in Milwaukee area, while simultaneously managing phase one construction; coordinated 500 boats with $2 million in annual revenue

## Hired, trained, and reviewed six department managers and over 50 full and part time employees

## Maintained optimum occupancy while expanding capacity 800%

## Served as general contractor during construction of infrastructure, docks, buildings, and landscaping

*Project Engineer*

* Hired and supervised consulting engineers, architects, and contractors for $6 million phase one design and construction of marina on undeveloped site; worked directly with owner and functioned as General Contractor
* Directed $4 million construction of harbor, site, buildings, docks, and utilities
* Personally designed and contracted for fabrication and installation of 300 foot floating breakwater

**MACKIN COMPANY Milwaukee, WI**

*Project Leader, R&D Technician December1994 – November 1997*

* Conducted research and development for entrepreneur, including composite mountain bicycle and automotive projects
* Designed valve cover/oil baffle that became standard equipment in over 1 million Chrysler automobiles

**EDUCATION**

**COWELL UNIVERSITY** **Chicago, IL**

*Bachelor of Arts in Sociology and Anthropology September 1991 - June 1995*

* Graduated Cum Laude
* Captain of 4 intramural teams

**ADDITIONAL**

* Hobbies: camping in national parks without amenities, skiing in Western Europe, reading Ayn Rand novels
* Volunteer Activities: Trustee, Milwaukee Heritage Association – Downtown Milwaukee community planning and development organization