

Rakesh R. Kapoor

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Chief Executive Officer Chief Technology Officer

*Transformation Leadership for
Companies enabled by innovation
in materials while leveraging a
customer co-development model.*

PROFESSIONAL EXPERTISE

- ◆ *Driving highly profitable global growth through innovation leadership in materials technologies.*
- ◆ *Identifying difficult customer problems and co-developing customized differentiated solutions.*
- ◆ *Transforming organizations by empowering and mentoring teams and individuals.*
- ◆ *Clarifying complexity, developing clear vision, communicating vision and actionable plans, meticulous execution.*
- ◆ *Driving organic growth while building productive external partnerships.*

EDUCATION AND HONORS

B. Tech., IIT Bombay	1985
S.M., MIT	1987
Sc.D., MIT	1989

PROFILE

Global 100 transformational leader consistently delivering highly profitable international growth, against the odds. Harnesses a customer co-development sales model for co-developing customized differentiated solutions for difficult customer problems, leveraging innovations in materials technologies and building cross-functional passionate high-performance teams of internal and external collaborators.

- Incubated a consulting practice (Materials Outovation, LLC) which advises strategic opportunities for material-related innovation at multinational companies. Delivered \$50M of new sales potential for a 140 year old mining company. Identified gains of \$220M for an \$11Bn multinational.
- Turned around Saint-Gobain's (SG) Engineered Ceramics businesses (\$120M, 11 plants, 4 continents). Incubated ceramic membrane filtration with \$100M potential.
- Transformed SG's main US R&D Center increasing new product sales from \$10M/year to \$150M/year, while growing headcount 3.5X (100 to 350), increasing annual budget (\$14M to \$80M), and technical topics (4X).
- Expanded NOVA External Venturing activities 2X by completing 23 partnerships agreement (selected from 500 startups), forecast to yield \$50M.
- Improved manufacturing operations at SG's Gainesville, GA facility (\$40M, 150 employees) leveraging lean tools and introducing a new manufacturing process with 10X higher productivity.

SEARCH OBJECTIVE

- CEO / President of a Private Equity Company in Industrials with emphasis on Materials.
- Division President / General Manager or Chief Technology Officer for a large multinational company looking to leverage innovation in materials for profitable international growth.

PROFESSIONAL EXPERIENCE

FIBER MATERIALS Inc. <i>Member - Board of Directors</i>	2017-
MATERIALS OUOVATION, LLC <i>Principal General Manager</i>	2016-
SAINT-GOBAIN <i>Worldwide Commercial Director, Engineered Ceramics</i> <i>Worldwide Director, NOVA External Venturing, Paris</i> <i>Worldwide Director, Solid Oxide Fuel Cells</i> <i>Worldwide R&D Director, Bonded Abrasives</i> <i>Director, Northboro R&D Center, Massachusetts</i> <i>Operations Manager, Gainesville, GA</i> <i>Worldwide R&D Manager, Construction Products</i>	1994 – 2016 2012-2016 2011-2013 2004-2008 2002-2004 1999-2012 1997-1999 1994-1997
EWI (Edison Welding Institute), Columbus OH <i>Section Manager, Microjoining and Marketing Leader</i>	1990-1994

TARGETED INDUSTRIES

MATERIALS	AUTOMOTIVE	MEDICAL DEVICES
FILTRATION	ELECTRONICS	ENERGY