



## Exceptional Leaders International

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### Rob Dilling PARTNER

For Rob, every moment of life is an opportunity to learn something new. He's an experienced business finance professional with a perpetual curiosity that continually adds new learnings to his already formidable expertise. Rob has operating experience in multiple countries including the US, Canada, Mexico, Colombia, Venezuela, Peru, Chile, Brazil, Argentina and Japan. He also has operating experience in multiple industries including industrial products, consumer products, telecom, medical device, software/service, manufacturing, distribution and transportation.

### BACKGROUND

Rob's global experience includes assisting in raising millions of dollars in debt financing to support organic growth and merger and acquisition activity. He also has demonstrated a keen expertise in addressing underperformance, including restructuring operations to significantly improve cash flows. Rob has been the CFO and advisor to several highly leveraged private equity backed companies.

His previous positions include CFO at INSCO Group, CFO at Pemco Corporation, Partner at Tatum, VP of Finance at Planar Systems Inc., VP Finance/CFO at Getronics Americas International Theater, and various Finance/Controller positions at Polaroid Corporation. In his time at INSCO, Rob restructured the balance sheet and operations to avoid bankruptcy and repay lenders. He also oversaw the acquisition and integration of a multimillion-dollar fabrication business to expand the company's product offerings. At Planar, he completed the integration of the Dome Imaging acquisition and implemented a bid desk to help drive revenue growth. At Getronics, Rob oversaw the acquisition and integration of a multimillion-dollar telecom solutions provider in Brazil to strengthen services offering. His international experience was further expanded as he restructured and integrated multiple acquisitions in Mexico. At Polaroid, Rob acquired and successfully integrated a business in Argentina, bought out a joint venture partner in Peru before turning the operation around, and helped open distribution channels in Japan.

Rob holds an MBA from the the Darden School of Business at the University of Virginia and a BS in Electrical Engineering from West Virginia University.

### OUTSIDE THE OFFICE

Apart from spending time with family and friends, Rob can often be found golfing. He also enjoys international travel, visiting U.S. national parks, and is a serial adopter of older rescue dogs.

### CONTACT

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