

## Jon Edwards

Jon Edwards has 20 years of experience serving in leadership, sales, and engineering roles for organizations in the manufacturing industry.

He is a decisive business leader who has consistently produced strong growth through a confident management style, first-class customer relationships, and excellent stakeholder management. Jon's strength is in consistently creating and communicating a clear and compelling vision, giving clarity around goals and objectives.

He has international experience leading operational delivery, customer engagement, business development, and sales management for construction equipment giants Caterpillar and JLG, automotive legend Land-Rover, and family-owned HYDRO Systems. At the latter, Jon lead tier one supplier relationships with Rolls-Royce, General Electric, Pratt & Whitney, Boeing, and Airbus, as well as global airline operators including British Airways, American, Delta and United Airlines.

Jon has a creative and engaging personality and a talent for building strong relationships inside and outside the business. He uses a direct style whilst being extremely focused on multiplying the abilities of others.

Jon holds a bachelor's degree in mechanical engineering from De Montfort University, Leicester, UK.

### Key Leadership Accomplishments

Jon doubled revenue through organic growth, best practice customer engagement, and sales process implementation. At HYDRO Systems he also drove 4x revenue increases through successful blank-sheet-of-paper business development activities, including long-term agreements with GE, Pratt & Whitney, and Rolls-Royce. In addition, he led the recovery of a major facility relocation, which was initially projected to run \$1.7 million over budget and 4 months late, to budget and on time.

### Summary

- President, Vice President
- Organizational Leadership
- P&L Ownership
- Vision and Strategic Alignment
- Revenue Growth
- Business Development
- Factory Operations Leadership
- Aerospace
- Manufacturing

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