

Hans Carstensen

Hans Carstensen has more than 35 years of finance, international treasury, government affairs, sales, marketing, business development, operations, executive management, merger integration and Board experience in a variety of public, private and non-profit enterprises. He has served as the CEO of the US division of a large publicly traded UK-based insurance conglomerate; the CEO of a privately held US stock insurance company; the COO of a privately held design, engineering and fabrication company; and the Chairman and CEO of a mid-sized non-profit secondary educational institution. He has also served on the Board of Directors of a publicly traded mid-sized U.S. mining company. Hans has served as a manager in a state government's largest agency, an advisor to the Governor, and a Governor-appointed commissioner. He has more recently been an advisor to entrepreneurs and small engineering and manufacturing business owners seeking to grow their organizations' management, sales, and profits. He was recently hired by private equity investors to bring a mid-sized life insurance company out of receivership as president, CEO, and member of the Board of Directors. He received his BA in Political Science and MBA in Finance from Stanford University.

Key Leadership Accomplishments

- Defined a new business strategy and recruited/hired a new senior management team for a design, engineering, and fabrication company, while growing revenues to \$67 million from \$26 million over an 18-month period
- Tripled life insurance assets from \$2 billion to \$7 billion over 10 years through 15 percent compound annual growth, by exiting four businesses and growing four others from \$150 million to more than \$1 billion in annualized premium
- Recruited and hired a new senior management team and built or rebuilt five critical life insurance company operating units over a three-year period

Summary

- CEO, COO, Board member
- Public company, private company, non-profit
- Private equity portfolio company CEO
- Forest products; life insurance; securities brokerage; design, engineering, and fabrication
- M&A financial evaluation, acquisition candidate identification, acquisition execution
- Post-acquisition integration
- Turnaround leadership
- Financial analysis and international treasury supporting new plant and international expansion
- State and Federal government affairs
- Sales, distribution, business development, manufacturing, operations

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