



Ed Lopit

Ed Lopit is an Interim Chief Operating Officer who brings great business ideas to life through profitable, sustainable organizations that are the absolute best at what they do. He brings a unique knowledge of the challenges facing the professional services firm with experience spanning the technology, construction, insurance, and business services industries. Ed has extensive business acumen and a multi-discipline business focus. He is accomplished in all stages of business life cycles including conceptualization, start-up, turnaround, high-growth, and M&A. Ed holds a Bachelor of Science degree from West Chester University and MBA from City University.

Key Leadership Accomplishments

- Played an integral role in securing a \$100 million sale of a business through controlled auction and was on point for transitioning of the business to its new owners
- Directed day-to-day operations of a start-up launch, delivering \$25 million in first year sales
- Led sales and operations to achieve a 40 percent year over year growth rate and successful acquisition of a key competitor
- Turned around a multi-branch operation and delivered a \$2.7 million improvement while laying a foundation for sustainable growth

Summary

- Interim COO, General Manager, and Leader of Strategic Initiatives
- Bottom-line accountabilities in both large (\$1+ billion annual sales) and smaller firms
- Experience with privately held family-owned and partnership structures
- Industry Focus: technology, construction, engineering, insurance, and business services
- Success in challenging environments – rapid growth, expansion, start-up, and turnaround
- M&A Expertise – strategy, due diligence, transition planning and business integration
- Skilled in leadership, entrepreneurship, and executive development
- Cross functional expertise – sales, operations, finance, and administration
- Expertise in strategic planning, forecast modeling and budgeting