

**Paul R. Cox**  
**Senior Corporate Executive**



As an accomplished senior corporate executive for public and private companies, Paul Cox has a proven record of building enterprise value globally through strategy, general management, accretive acquisitions, and business development.

Paul is an operating strategist with a broad engineering background who excels in restructuring and turnaround environments for both service and manufacturing organizations. His top 3 strategies for value creation are top line growth, cost reductions, and increasing the talent of the business. Paul's sector expertise spans Oil & Gas, Industrial, Chemical, Marine, Defense, Electronic and Space Craft Equipment, and Wireless.

For the past 7 years (2004-2012), Paul held multiple senior executives positions with the Smiths Group plc, a FTSE 100 diversified manufacturer (London Stock Exchange: SMIN):

In his most recent role as President of John Crane, the largest Smith Group's division, revenues grew \$400+ million (from \$982 to \$1.4 billion), a 12.5% CAGR, and transformed profitability from ~16% to >21% over a 3-year period. Key success factors included creating the company's first collaborative worldwide strategy, organic and acquisitive growth, improving safety performance, and streamlining their supply chain, SG&A expense, and manufacturing. Products were manufactured and serviced in over sixty countries with principle locations in the U.S., Canada, Mexico, Brazil, UK, France, Germany, South Africa, Czech Republic, Dubai, Kingdom of Saudi Arabia, India, China and Japan.

From 2006 – 2008, Paul was Group Managing Director of Specialty Engineering with P&L general management responsibility for this \$2 billion, 12,000-employee global group of five companies. He consistently achieved revenue and profit plans by growing revenues \$105 million and increasing profits 10% over a 2-year period. Paul's acquisition and divestment strategies led to 9 acquisitions and 4 successful divestures.

From 2005 to 2006, Paul was President, Smith Interconnect, a \$400 million electrical component company with sales across the US, Europe, Mexico, Costa Rico, and China. He achieved 15% revenue growth through new business development and accretive acquisitions.

Prior to the Smiths Group, Paul was recruited as VP Satcom and Government Antennas for an \$80 million division within Andrew Corporation, a publically traded company. Within 2 months, he was promoted to Group President of Antenna Products where he aggressively grew revenues 60%, from \$250 million to \$400 million, through new product development, accretive acquisitions, and new manufacturing capability.

His career began as a Design Engineer at Texas Instruments/Raytheon and then held Senior Vice President and General Manager roles at the Space & Technology Division of EMS Technologies/Honeywell.

Paul holds a Masters in Science Electrical Engineering degree from Southern Methodist University and a Bachelor's degree in Electrical Engineering from Auburn University.

**Find out more about Paul at <http://www.linkedin.com/in/paulrcox>  
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