

# KEVIN J. AHEARN

A results oriented executive leader, 25+ years experience in technology business leadership. My passion is rolling my sleeves up and working to develop, implement & adjust innovative strategy & tactics to achieve business & team growth. I have expertise in global business management, customer strategies, business development, product management, product marketing, product development and customer focused initiatives for high technology companies.

## CONTACT

Email Address:

kevinjahearn@gmail.com



Website:

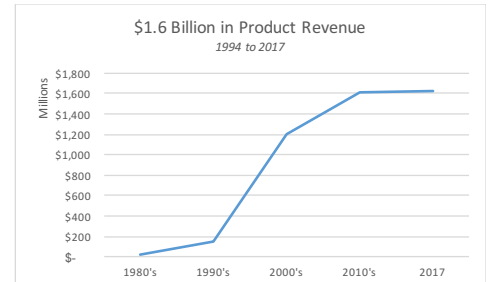
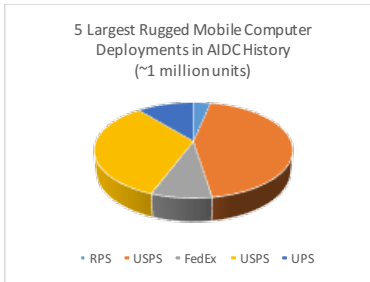
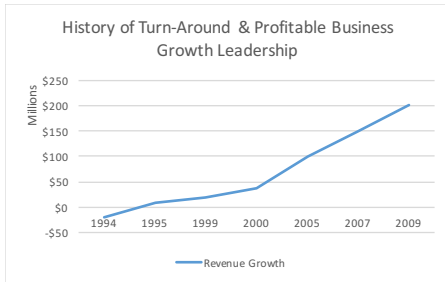
kevinjahearn.com



LinkedIn:

www.linkedin.com/in/kevinjahearn

## Accomplishments



## Work History

### Berkshire Grey, Inc - Boston, MA — Jan 2015 to Present

**Vice President Business Development:** Responsibility is leveraging my 25 plus years of technology business experience, customer knowledge and relationships to locate and secure automation customers for Berkshire Grey. BG is focused on the development and deployment of industry leading AI based robotic and automated material handling systems.

### Lexicon Technologies, Inc - Conyers, GA — Oct 2012 to Dec 2014

**Vice President OEM Solutions:** Executive Leader guiding OEM team to provide repair and maintenance solutions that met the needs of our OEM partners and their customers.

### InVue Security, Inc - Charlotte, NC - Nov 2010 to May 2012

**Vice President Engineering:** Engineering and Product Development Executive accountable for the performance of the product development personnel, processes and systems. A results driven, business-minded focus on developing people, processes, and structure, with a direct impact on the innovation, design, ease of use, security, and quality of InVue products

### Zipit Wireless, Inc - Greenville, SC - Jun 2009 to Nov 2010

**Vice President Engineering:** Executive Leader driving the implementation of the company's core intellectual property in a way that allows code to be leveraged highly from one project to the next in order to efficiently utilize the engineering budget and resources to develop new products, application software, server software and infrastructure.

### Honeywell Scanning & Mobility, Inc / Hand Held Products, Inc - Charlotte, NC - Sep 1987 to Jun 2009

**Director Transportation Major Accounts:** Honeywell acquired Hand Held Products at the end of 2007 and Strategic Business Unit structure was eliminated. I was the Executive leader of the direct selling organization focused on named tier 1 and tier 2 transportation companies throughout North America. I led the team that secured a 100,000 unit DIAD V order from UPS to replace their entire field population of data collection and package tracking terminals.

**Sr Vice President & General Manager, Mobility Systems:** Hand Held Products recruited me back to the organization in October of 2000 to define & form the overall direction of the Mobility Strategic Business Unit. Executive leader that profitably grew the mobility business unit's annual revenue from \$10s millions to 100s millions in 5 years. Combined Mobility and Scanning businesses were acquired by Honeywell in late 2007.

**Sr Vice President New Product Development & Marketing:** Progressed from engineering team member to leader of product development and management organizations through a critical corporate turn-around, while developing innovative new products and technology that resulted in securing a contract with the US Postal Service for 400,000 mobile computers.

### Dallas Semiconductor, Inc - Dallas, TX - Feb 1998 to Oct 2000

**World-Wide Business Development Manager:** Global Business Development Leader: introduced a channel and selling strategy to grow the iButton business. This included the definition and implementation of sales targets, channel policies & programs, product training programs, product marketing and marketing communications. Led profitable iButton revenue growth from \$15M to \$30M in two years.

### Brown & Sharpe Manufacturing, Inc - North Kingstown, RI - Nov 1983 to Sep 1987

**Electrical Engineer:** Engineering team member developing hardware and software for microprocessor based machine controls, coordinate measuring systems, and programmable machine tools.

## Education

**University of Michigan's Ross School of Business**  
General Manager's Executive Program

**The Center for Creative Leadership (CCL)**  
Leadership Development Program

**The Citadel, The Military College of South Carolina**  
Bachelor of Science - Electrical Engineering



## Testimonials

"What makes Kevin unique in his field is that he clearly understands the customer use case for the technology we offer. He has visited numerous customers to walk the mile with them to understand how technology helps solve a problem. This effort has allowed him to bring the right solution to the market time after time. Kevin is a very intelligent guy. He is very solid in front of any customer and works well with his associates." - **Bill Dueger, Vice President Channel Sales**

"Kevin is intelligent, results-oriented and dedicated to the quality of his work and the work of those he manages. He's a multifaceted manager with a wide variety of skills that set him apart from the pack. He sets goals for himself and his colleagues and he does everything in his power to achieve these goals." - **Scott Cardais, CEO, Hand Held Products**

"Working with Kevin on a huge project, Kevin led his team and business with Motorola on the highest professional and efficient way keeping very best atmosphere and making the delivery on time. Kevin's particular skills brought Motorola and Hand Held Products to one of the most valuable wins in a very important and huge bid." - **Jacob Gabay, Project Mgr, Motorola Solutions**

## How I see the World

ENFJ (Extraversion, iNtuition, Feeling, Judgment)

# ENFJ

Warm, empathetic, and responsible. Highly attuned to the emotions, needs, and motivations of others. Finds potential in everyone, and wants to help others fulfill their potential. Acts as a catalyst for individual and group growth. Loyal, and responsive to praise and criticism. Sociable, facilitates others in a group, and provides inspiring leadership. Famous people with the same ENFJ personality include Abraham Lincoln, Ronald Reagan, Dick Van Dyke, Diane Sawyer, Peyton Manning, Pete Sampras, Johnny Depp, and Dr. Martin Luther King, Jr.