

PATRICK MARK GUSMAN

PROFILE

Dynamic, multi-lingual social entrepreneur and business leader with an 25-year plus track record of delivering outstanding results, building coalitions of diverse stakeholders, managing operations, creating start-ups, expanding markets, adding life to stagnant organizations, hosting large and small events, and providing outstanding legal and business advice.

PROFESSIONAL EXPERIENCE

INNOVATION EXECUTIVE AND ENTREPRENEUR, Washington, DC 2013—Present
EQUAL FOOTING FOUNDATION, PRESIDENT
STARTUP MIDDLE SCHOOL, Co-FOUNDER

Leader for nonprofit arm of the Northern Virginia Technology Council and founder and strategic consultant for existing and startup entities (Obtained over \$200,000 in funding in 2013/2014 and recognized by the DC Mayor for creating a pipeline of young innovators--“Best in State” in Verizon Innovative App Challenge for Two Consecutive Years).

- Build startup organizations including developing strategic plans, budgets, and organizational infrastructures.
- Cultivate technology entrepreneurial pipeline of young innovators including hosting innovation events and youth camps.

TECHNET FOUNDATION, INC. (CONVERGEUS), Washington, DC 2010—2012
Executive Director

Architect and operational leader of a start-up nonprofit for the trade association of technology sector CEO's and senior leaders (Obtained over \$500,000 in sponsorships and grants in 2011 and 2012).

- Built a technology-based nonprofit that convened the technology, nonprofit, academic, governmental and entertainment leaders to drive rapid progress on Grand Challenges such as supporting military families.
- Co-founded and managed the White House Tech Inclusion Initiatives for Military Families and Veterans.

THE NATIONAL URBAN LEAGUE, New York, NY 2008—2010
Senior Vice President, Strategy and Innovation (Chief Innovation Officer)

Engine for innovation and technology initiatives at major civil rights organization. (150 employees in the national headquarters and 100 local affiliates in 36 states serving over 2 million customers).

- Advised President and CEO on legal and board governance including managing board meetings.
- Led strategy, innovation, IT, and facilities functions including strategic planning and special projects.

DAIMLER FINANCIAL SERVICES AG, Berlin, Germany 2004—2008
Senior Manager, Business Development Activities

Driver of cross-organizational initiatives and relationships with suppliers, country managers, product teams and board directors for subsidiary of global vehicle manufacturer. (380,000 Contracts, 19 European countries, 10 employees).

- Directed feasibility studies, start-ups, and restructuring activities primarily in Europe.
- Established new operations in Belgium and European-wide training programs.

DAIMLERCHRYSLER SERVICES SOUTH AFRICA, Pretoria, South Africa 2003—2004
Senior Strategy and Operations Manager

Strategist recognized for achieving corporate targets in market expansion and revenue growth for subsidiary of global vehicle manufacturer. (\$1.5 Billion portfolio, 22,000 monthly calls, 102 improvement projects, and 50 employees).

- Directed daily operations and strategic planning for the call center, marketing, communications and innovation areas for DaimlerChrysler's financial services subsidiaries.
- Coordinated the successful integration of front and back office operations of the insurance subsidiary.

DEBIS FLEET MANAGEMENT (PTY) LTD, Pretoria, South Africa

2001—2003

Senior Project Manager for the Asia Pacific Region

Project manager for regional and global initiatives of vehicle manufacturer. (\$20 million savings and 20 employees).

- Organized and enhanced eight shared services that served as role models for the global DaimlerChrysler Group with an impact of \$20 million of local cost savings.
- Developed a fully integrated remarketing and used car strategy for all DaimlerChrysler brands.

DAIMLERCHRYSLER SERVICES AG, Berlin, Germany

2000—2001

Senior Advisor to the DaimlerChrysler Services Board

Business analyst for board member of the newly merged financial services subsidiary of a global vehicle manufacturer. (\$45 Billion portfolio, 36 countries, 4697 employees overall).

- Advised board members and senior executives on important legal and tax matters.
- Analyzed and prepared strategies for new business development initiatives and mergers & acquisitions.

CHRYSLER FINANCIAL COMPANY L.L.C, Paris, France

1996—2000

Managing Director

Creator of a financial services business for an American vehicle manufacturer in France with sole accountability for profitability of a combined wholesale / retail portfolio valued at \$150 million. (\$150 million portfolio, \$400 million in credit facilities, 100 dealers, and 10 employees).

- Created and managed profitable company from inception to merger with Mercedes-Benz Lease Finance France S.A.
- Established a best-in-class operational infrastructure.

CHRYSLER FINANCIAL COMPANY L.L.C, Southfield, MI

1991—1996

Staff Counsel

Customer-focused in-house counsel for financial services subsidiary of global vehicle manufacturer with outstanding results and customer service. (Territory covering one quarter of the U.S. including 19 branches).

- Responsible for all wholesale and retail legal matters for the captive finance company.
- Settled multi-million dollar class actions and received highest scores in customer satisfaction.

LEMLE & KELLEHER, New Orleans, LA

1987—1991

Associate

Versatile attorney for a major Louisiana law firm with wide experience in commercial law and state and local taxation. (100-person law firm).

- Delivered outstanding legal and tax services to national lenders, regional banks, and corporations.
- Co-authored major briefs in state and local tax appellate litigation.

EDUCATION

GEORGETOWN UNIVERSITY LAW CENTER, Washington, D.C.

Juris Doctor (1987)

UNIVERSITY OF NOTRE DAME, Notre Dame, Indiana

B.B.A in Finance (1984)

AFFILIATIONS

LOUISIANA AND MICHIGAN BAR ASSOCIATIONS.

LANGUAGES

English: Mother tongue | French: Fluent | German: Basic knowledge | Spanish: Basic knowledge.