

Jay A Gutierrez

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Senior Executive with international experience and demonstrable success in P&L management, operations, business development, marketing, business re-engineering and strategic planning for large multinational , publicly held business. Skilled at building and driving teams to implement innovative strategies that lead to increased revenues and profit margin. Possesses in-depth knowledge and experience of Europe, North America, South East Asia, Australasia, Africa, Middle East and South America business cultures and markets.

EXPERIENCE

Intertek – COO Southern Region & Chief Executive of Commodities Strategy Unit 2013 - November 1, 2015

Responsible for a geographic P&L and leadership of a Strategy Unit for a diverse business comprising testing, inspection and certification services provided across a number of industries, e.g. Electronics, Agriculture, Energy, Chemical, Apparel and Food.

Responsible for the Southern Hemisphere P&L, which spans 48 countries and generates US\$660M in revenue per annum.

Provide strategic leadership to Global Commodities Strategy Unit, comprised of Minerals, Oil & Gas, Agri and Government & Trade Services businesses; Commodities Business Line Leaders operate in 120 countries and manage revenues in excess of US\$1.0B.

Direct support services within area of responsibility, including IT, Human Resources, Finance, Compliance, Quality and HSE.

Intertek – Executive Vice President Commodities Division 2008-2012

Responsible for the P&L of a division that operates in 120 countries with 350 offices.

In 2012, the division achieved in excess of US\$900M in total revenue. Travelled extensively to international operational sites and developed

relationships with top customers, primarily Oil & Gas majors.

**Intertek – President, Intertek Commodities, Americas Region
2002-2008**

Responsible for operations in 25 countries with 143 offices, including quality assurance, compliance, safety, sales and marketing, IT, Human Resources and Finance. Developed and implemented strategies that led to achievement of growth targets.

In a span of two years, led the USA operation from number four ranking amongst competitors to number one.

Directed regional restructuring of both management and operations that enabled growth and improved customer service.

Achieved cumulative revenue growth of 17% from 2005 to 2008.

Achieved cumulative profit growth of 45% from 2005 to 2008.

**Intertek – Vice President, Intertek Business Development Americas
2000-2002**

Restructured and rebalanced regional manpower to focus on high end business streams.

Established performance criteria for business development group.

Established reporting criteria for business development, sales and marketing activity.

Intertek – Vice President, Intertek Oil, Chemical and Agri, US West Coast

1999-2002

Responsible for operations in five states, including quality assurance, compliance, safety, sales and marketing, IT, Human Resources and Finance. Implemented growth targets, integrated business development strategies with the wider US region and improved profit through cost control measures.

**Intertek – Commodities Chemical Sales
1997-1999
Sale Rep**

Caesar J. Thibodeux, Inc. Pasadena TX

1989-1997

General Manager US Gulf Coast

Commodity Control Services, New Orleans/Baton Rouge LA

1986-1989

Inspector

Air Products, Convent LA

1984-1986

Plant Operator

Coastal Gulf & International, New Orleans/Baton Rouge LA

1982-1984

Inspector

EDUCATION

Nicholls State University, Thibodeaux LA (2 years)

**UCLA (John E Anderson Graduate School of Management) Leadership
Development Program**

**UCLA (John E Anderson Graduate School of Management), Executive
Development Program**

University of Michigan Business School, Leadership Development Program

American Management Association, Fundamentals of Finance and

Accounting for Nonfinancial Managers

London Business School – Senior Executive Program

Military

Army National Guard – Louisiana

Graduated Air Assault School, Ft Campbell KT

Other details

Spent extended time living and working in the following countries:

**USA, Mexico, Panama, Chile, Brazil, UK, Switzerland, Lebanon, UAE,
Singapore, Vietnam, Singapore, and Australia.**

