

PAUL LEPAGE, MBA

C-LEVEL EXECUTIVE & FORMER STATE GOVERNOR



Vision & Strategy • Turnarounds • Efficiency • Growth • Leadership

Strategic Planning

Policy Development

P&L

Strategic Partnerships

Change Management

Financial Analysis

Consulting

Efficiency
Enhancement

Process Improvement

Cost Cutting

Market Growth

Risk Management

M&A

Due Diligence

Negotiations

Talent Development

Board Membership

Debt Reduction

C-level leader delivering growth, eliminating obstacles, and inspiring teams in both corporate and government sectors. Successful in retail, energy, and manufacturing industries. Two-term governor of Maine, successful CEO, COO, and President of international, national, and regional corporations, member of multiple boards. Broad experience in international, C-level consulting.

Principled yet pragmatic leader and strategic risk taker, not afraid to make tough decisions while seeking interests of all stakeholders. Builds productive partnerships between government and private sector. Mentors, develops, and leads motivated management teams. Extensive board experience in government, economic, and charitable organizations.

Expert in profit and loss, strategic planning, financial management, M&A, and contract negotiation; especially effective leading turnarounds. Practical strategist who develops and implements action plans to cut operating costs, streamline business processes, develop and implement growth strategies, spearhead market entry, and reduce debt.

Career Highlights

- Won 2010 Maine gubernatorial election as outsider against entrenched opposition, spending less than 11% of best-funded opponent. Re-elected in 2014 with record number of votes.
- Delivered record-setting growth and employment for state, dramatically cut poverty, improved infrastructure, created new trade relationships, and reformed healthcare to reduce costs.
- Transformed \$1.3B revenue gap in 2010 into \$1.6B cash reserve and \$276M surplus, with estimated \$300M surplus forecast for 2021, and paid \$750M Medicaid obligation, while reducing income tax and unemployment.
- Grew \$36M retail organization with 4 stores into \$180M sales leader with 16 outlets while reducing operating costs from 33% to 28% of sales and significantly improving profits.
- Boosted production for \$8M manufacturing company by 250% in 14 months, making it world's largest segment manufacturer.
- Assumed operational leadership of high-end furniture company subsidiary to boost efficiencies and profitability, supporting profitable sale as standalone profit center.

Credentials

Master of Business Administration, Finance, University of Maine

Bachelor of Business Administration, Finance/Accounting Minor, Husson University

Honorary degrees in Business (Husson University), **Public Policy** (Thomas College), and **Humanities** (Maine Maritime Academy)

Contact Information

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