

## Edward T. Kurasz

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### Senior Executive

*Strategic Planning • Relationship Management • Team Building*

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Accomplished executive with 24 years of achievement. Demonstrated success driving multi-million dollar revenue growth while providing leadership in highly competitive markets. Specialized skill in developing strategic plans and engaging cross-functional teams to achieve success. Experienced leader with developing a diverse and inclusive culture. In-depth experience in deal structuring, negotiation, market analysis and developing domestic and international business. Instinctive leadership and ability to recruit build and retain top-performing teams.

#### Key Strengths and Competencies

- Visionary Leadership
  - Strategic Market Positioning
  - Multi-Million Dollar Negotiating
  - Strategic Development
  - P&L Responsibility
  - Organizational Restructuring
  - Lean Training
  - Team Leadership and Mentoring
  - Diversity & Inclusion Council
  - General Manager
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### PROFESSIONAL EXPERIENCE

#### **Atkore International, Harvey, IL**

**1991 – Present**

*Formed when CD&R purchased Allied Tube & Conduit from Tyco in December 2011.*

#### **Executive Vice President Sales, Allied Tube & Conduit**

**Aug 2012- Present**

*Title change with restructuring but identical responsibilities*

#### **President, Pipe, Tube & Conduit, Allied Tube & Conduit**

**Apr 2011-Aug 2012**

Appointed President of sales organization generating \$1B in revenues and comprised of five businesses; Electrical Div., Mechanical Div., Fence Div., Fire Protection Div., and Flexhead Industries. Provide leadership for Allied Tube & Conduit's ongoing business direction; develop growth strategy and profit and loss management. Responsible for developing a culture of continuous improvement whereby actions directly influence and improve the performance, productivity and quality of my leadership team.

- Consolidated Electrical Customer Service into established department
- Portfolio balancing; divested two businesses and added two businesses
- Recaptured market share in Fire Protection, Fence and Electrical businesses
- Consolidated Fence and Fire Protection into Standard Pipe Division
- Growth in all business from 4% to 15%
- Introducing Lean via TPI and Kaizen events
- Chairman of Committee on Pipe & Tube Imports

**Tyco International, Allied Tube & Conduit**

**Global Vice President Pipe & Tube**

**Oct 2008 – Apr 2011**

Manage \$600M Pipe & Tube Division comprised of Mechanical Tube Division, Unistrut Construction, Fire Protection, GEM Products, Structural Tube and Fence Products. Develop and lead strategic direction with full P&L responsibility for sales, marketing, pricing, new product development and value-added fabrication facility. Provide strategic direction and leadership to drive organic or acquisition growth through product development, increase market share of core markets and acquire strategic targets. Global product line management to support EMEA, APAC and Brazil businesses.

- Exceeded FY10 EBIT by 123%
- Lead Marketing to support expanding North American product line in Brazil
- Acquired Structural Tube Mill to add to product portfolio
- Improved contracting business backlog by 211%, FY2010
- Achieved historical net margins during severe recession, FY2009
- Tyco Global Top Talent
- Consolidated Three Customer Service Departments creating standard work

**Vice President, Mechanical Tube Div.**

**Oct 2004 – Oct 2008**

Manage corporate sales and marketing division with 100 employees and annual revenues exceeding \$350 million. Full P&L responsibility to include a \$50M value added/fabrication facility. Managed sales and customer service teams for margin expansion, improve operating profits and increase market share. Evaluate and upgrade internal teams and provide developmental plans with corresponding time lines.

- Reduced fabrication footprint resulting in \$750k savings
- Achieved record performance in FY08, revenue, volume and EBIT
- Surpassed budget (EBIT) in FY05, FY06 & FY08
- Flexed SG&A to balance with recession

**Senior Regional Sales Manager**

**Oct 2001 – Oct 2004**

Manage sales activities to provide maximum profit and growth. Initiate and supervise sales forecasts and budgets. Supervise, motivate and develop sales personnel for future responsibilities. Negotiate independent sales representatives' annual contracts, commission rates and evaluate overall performance. Monitor and adjust inventory and customer stocking programs. Responsible for developing new products and markets for continuous growth. Coordinate new opportunities with three manufacturing plants to maximize growth without sacrificing operational efficiencies.

**Newman Monmore Tubes, Wednesbury, England, Division of Tyco International**  
**Director of Sales and Marketing** **Nov 1999 – Oct 2001**  
Shared responsibility with resident UK Director for managing and developing the European sales group to Allied/Tyco expectations. Establish budgets, forecast and corresponding compensation programs. Liaison with US and UK manufacturing to assist with installation of two new proprietary tube mills. Provide market research and recommend corresponding capital investments.

**Allied Tube & Conduit, Harvey, IL**  
**Regional Sales Manager** **May 1995 - Nov 1999**

**District Sales Manager** **Mar 1993- May 1995**

**Marketing Manager** **Dec 1992 – Mar 1993**

**Inside Sales Manager** **Aug 1991 – Dec 1992**

**Seymour Specialty Wire, Seymour, CT**  
**District Sales Manager** **Mar 1990 - Aug 1991**

**Shaped Wire, Inc., St. Charles, IL**  
**Sales Representative** **Nov 1988 - Mar 1990**

**United States Air Force**  
**Biomedical Equipment Technician** **Jan 1984 – Jan 1988**

## **EDUCATION**

**Masters of Business Administration (MBA)**  
DePaul University, Chicago, IL, 1996

**Bachelor of Business Administration (BA)**  
Park College, Parksville, MO, 1987  
Summa Cum Laude

**Associates Degree (AS)**  
Community College of the Air Force, 1986