

# LEONARD GUIDA

Mobile +1 978.201.1141  
email: guidalen@gmail.com

## **Summary**

A management consulting executive with experience in international finance, strategic alliance negotiations, venture capital, merger and acquisitions, post-merger integration, change management, foreign expansion, and debt financing. Have 8+ years of teaching experience at both the undergraduate and graduate level.

## **Education**

### **Suffolk University, Graduate School of Management**

**MBA, Finance/Computer Science**

### **Boston College, School of Management**

**BS, Finance**

### **Certified – Bridge Program Lecturer by AACSB**

*(Association to Advance Collegiate Schools of Business)*

## **Teaching Experience**

### ***2009 – Present Merrimack College, North Andover, Massachusetts***

#### ***Girard School of Business – Assistant Professor of Finance***

Currently teaching graduate business courses in Global Business and Professional Skills and in the undergraduate school I am teaching Advanced Topics in Finance and Corporate Finance and have taught Financial Management, Financial Analysis, International Financial Management and Strategy. Currently a member of the Graduate Assessment Committee, Ad-hoc Curriculum Concentration Committee in Finance, Study Abroad Committee as well as assisted in both the term and tenure track search committees for a Strategy professor. Also participated in the initial design and development of the business school graduate program and the NEASC review.

### **Suffolk University, Boston, Massachusetts**

#### **Sawyer Business School - Adjunct Professor**

Taught undergraduate business courses in Globalization and Global Business for the three years until the fall 2012 semester, also taught Global Strategy in 2010 and 2011 and Global Entrepreneurship in 2011.

### **Salem State University, Salem, Massachusetts**

#### **Bertolon School of Business – Adjunct Professor**

Taught an online graduate course in Global Business in 2012 and have taught undergraduate and graduate business courses in Corporate Strategy in 2011.

## **Substantial Consulting Projects and Activity**

*Advisor* - Freelance consulting in the fields of mergers and acquisition, business assessments, corporate strategy and due diligence. Currently on an annual retainer with Prodigio Software in Houston, Texas. Have active consulting accounts with AKKA a French Company and Cambridge Consulting a UK Company as well as advisory work with a financial services start-up in Massachusetts.

## **Invited Professional Public Speaking**

UMASS Lowell – Workshop on Service Learning 2015

## **Employment**

**2002 – 2009**     *Altran Technologies, SA, Paris, France*

### **Global Operations Director for Arthur D. Little & Group Merger and Acquisitions Director**

Involved in the post-merger integration of the Arthur D. Little Group after its sale to the Altran Technologies global group of companies. Responsibilities consisted of overseeing the financial and operational aspects of a 150 million € global consulting firm – Arthur D. Little. Developed and implemented a new business model while transitioning the company paradigm into a more focused market specific approach. Reported to the CEO of Arthur D. Little for financial planning and general business affairs.

### **Business Development for IMD Group**

Define and develop new service offerings for a new group of innovation focused management consultants in the research and development sector. Worked with three companies within the IMD Group (Innovation Management Development) targeted at defining and implementing service offerings for the group in order to elevate the offering up the food chain to be seen by the clients as more strategic and solution focused.

**2001 – 2002**     *GT Equipment Technologies, Inc., Nashua, NH*

### **Vice President Business Development and CFO**

Chartered with all finance, business development and partnership responsibilities of a high technology semiconductor and photovoltaic equipment company. The goal of GTi was to establish a global presence in the solar marketplace and drive the discrete equipment development and innovation in the semiconductor sector through strategic alliances and partnerships. Responsible for raising initial venture funds to support the rapid company growth, licensed new technologies, which changed the current market paradigm and allowed for equipment manufacturers in the semiconductor and solar markets to receive annuities on all materials processed on their equipment.

*Accomplishments* – Raised \$5.0 million in first round venture funding, closed on a licensing partnership with a German company which provided GTi with \$50 million of revenue over the next four years and a royalty on the output produced over the next 15 years. Completed OEM agreements with two US companies and one European company to sell crucibles exclusively produced by GTi and provide free form net shape silicon products for the photovoltaic and semiconductor markets. Provided advice and guidance to the CEO regarding the sale the company for \$50.0 million in 2005

**2000 – 2001**     *ADL Capital, Cambridge, MA*

### **Practice Leader / Partner - Director**

Responsible for the operations of a newly established high technology capital corporation. Supported the CEO of Arthur D. Little and lead the strategic alliance/divestiture project at ADL. ADL Capital was created to implement a global incubator, launch ADL sponsored worldwide investment funds, provide operational support of the portfolio companies and to develop a NTC (non-traditional compensation) model for ADL Consulting. In addition to the venture arm, the ADL Capital Practice provided consulting to venture capital firms by conducting market intelligence, technology assessment, company restructuring and change management for their portfolio companies.

Accomplishments - Launched ADL Capital's global venture funds, designed and launched a global incubator capable of extracting and nurturing in-house technology as well as external opportunities in both the US and UK with the goal of increasing both portfolio companies and ADL valuation. Identified and acquired two consulting companies for ADL in Europe and the US. Negotiated the sale of ADL to Altran in late 2000, the transaction was ultimately voted down by the ADL Board of Directors and later sold to Altran while in bankruptcy.

**1997 – 2000**    **FirstSense Software Inc., Burlington, MA**

**Vice President of Operations and CFO**

Chartered with all the financial and operational responsibilities of a high technology software start-up with the goal of positioning the company for acquisition in three years. Company was sold for \$106 million in 30 months.

**References:**

Mark Cordano  
Dean Girard Business School  
Merrimack College  
Tel# 978.701.2744  
Email: [coranom@merrimack.edu](mailto:coranom@merrimack.edu)

Julie Fitzmaurice  
Associate Dean Girard Business School  
Merrimack College  
Tel# 867.505.1991  
Email: [fitzmauricej@merrimack.edu](mailto:fitzmauricej@merrimack.edu)