

Delbert E. Winn

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Generator of Corporate Profits

Globally-accomplished in Sales, Business & Product Development and Compliance | General Counsel

Executive Profile

Successful record of leading Global Expansion and Distribution in 50+ International Markets, engaging effectively with foreign cultures and consistently increasing market share. An atypical hybrid of international sales leadership and profit-motivated corporate attorney who has held Top Secret Security Clearance. Global in-country operations experience — legal structure analysis, business qualification, governmental, and private in-person negotiations & transactional agreements in countries around the world.

Record of accomplishment opening new markets internationally and domestically, creating and building distribution / reseller channels, and exceeding revenue performance targets for a diverse assortment of organizations from start-up to billion-dollar companies. Established outsourced manufacturing operations in China, Indonesia, Brazil, India, Thailand, and Venezuela. Located and secured foreign distributors and sales agents for US and European products. Managed sales and distribution operations in 54 countries.

Highlights

- Negotiated an exclusive distribution agreement with an Indonesian company which spawned a signed purchase order for initial \$2.4M+ in military technology equipment for Indonesian defense forces, completed in only 45 days from connection to first order and ultimately growing total sales to \$19M.
- Developed innovative international agent and distributor agreements implemented in 25 countries in only 9 months that reduced overseas sales staff cost by 50% while increasing revenues 25% from existing customers. Successfully negotiated a telecom equipment sales and manufacturing JV with a Chinese government-owned company (Nanjing Marine Radar Institute, a CSIC subsidiary) that lowered US product manufacturing costs by 300%.
- Established manufacturing operations in 6 countries.
- Procured a \$25M purchase order for telecom equipment from India in 10 months.

Key Competencies

Agent Agreement Drafting & Negotiations | Agent Network Creation & Management | Brand Awareness | Business Analytics
Staff Mind Mapping | Business Start-up & Turnaround Situations | Business Strategy & Execution | Competitive Pricing Guidelines
Cybersecurity & Digital Marketing | Day-To-Day Operations | High Tech Sales & Distribution | Intellectual Property Protection
International Licensing | International Sales & Marketing Strategies | Joint Ventures | Mergers & Acquisitions
Outsourcing Manufacturing Opportunities | Overseas Market Entry Models | Overseas Product Manufacturing Relationships

Career History

QuesTech International, Inc. - Atlanta, Georgia 2008 - Present
International consulting firm with offices on 3 continents specializing in US product sales and foreign manufacturing.

Founder & CEO / General Counsel

- Co-founded and managed a \$40M Medical Tourism company in India, currently in negotiations with US and Indian investors.
- Established and led a sales and distribution company in Thailand, with operations in Burma, Laos, Cambodia, and Indonesia, which produced \$5M for a US importer of generic pharmaceuticals.
- Developed a strategic plan and country-wide framework for a JV in Venezuela to enable manufacturing and distribution of its proprietary cellular telecom products. JV later sold resulting operations at 6 times cost.
- Facilitated acquisition of a cellular telephone and wireless video license for Thai client from the Sri Lanka government, including drafting license terms and conditions subsequently enacted into government telecom regulations.

FATS, Inc. (Firearms Training Systems), Atlanta, Georgia 2005 - 2008

Currently Meggitt Training Systems, Inc. Manufacturer of virtual training simulation systems serving the military and police forces in more than 54 countries.

Managing Director, International Sales & Corporate Counsel

- Drafted and negotiated a strategic partnership agreement with a manufacturing and sales conglomerate owned by the Indian Department of Defense for the manufacture, marketing and sale of military simulation products in India and worldwide — projected sales exceeded \$200M for the first three years in India, plus newly established agent's actual sales of \$19M in Indonesia and \$3M in Brunei.
- Built and managed a worldwide network of sales agents and distributors in 45 countries that contributed to over 40% of gross revenues.

Shop'N Chek Worldwide - Norcross, Georgia

2003 - 2005

Worldwide market research company specializing in mystery (secret) consumer evaluations.

Vice President, International Sales, Business Development & Corporate Counsel

- Drafted and negotiated all agent agreements adhering to all cultural, legal, and tax requirements of each respective international market (country).
- Established new agent operations in Japan, Brazil, Canada, and Australia in only 9 months that delivered \$2M in additional overseas revenues during the first year.
- Established a worldwide trademark registration and monitoring system that caught two perpetrators of infringement within the first 30 days, halting illegal activity with some prosecutions.

Previous Experience

Vice President – International Business Development | Arraycomm, Inc. - San Jose, California

- Fulfilled charge to rejuvenate the non-performing Fixed Wireless Telephony division which achieved profitability within 9 months.
- Launched a JV with Kyocera Corporation of Japan in six countries for deployment of a new technologically advanced fixed wireless home and business telephone service, resulting in triple plan estimates.
- Established sales operations in India that resulted in strategic partnership with India's largest private sector company (Reliance Industries), achieving profit in only 4 months.
- Negotiated a \$6M private placement equity financing agreement that enabled development and launch of the first new company product in three years.

Independent Sales Consultant to major domestic and international organizations in sales/marketing, manufacturing, telecommunications, distribution, and retail operations. Provided advice and expertise in law, negotiations, business development, start-up, revenue improvement, and profit repatriation. Major clients included: BellSouth International (now AT&T) Atlanta, GA; TPP International Co., Bangkok, Thailand; VT Miltope, Montgomery, AL & Singapore

Additional Experience

Vice President, Business Development / Assistant General Counsel for InterDigital Communications, Philadelphia, PA
Managing Partner – Sales and Business Development (Law) for Hilborne Hawkin & Co., Brunei, S.E. Asia
Manager, Industry Relations for Contel Cellular (now GTE), Atlanta, GA
Manager, Properties for Fluor Oil and Gas Corporation (now Fluor Daniel), Denver, CO
Military Service — United States Army, Honorable Discharge — 1st Lt., Military Intelligence

Education & Development

Juris Doctorate in Law - University of Mississippi (recipient of prestigious American Jurisprudence Award)
Bachelor of Science in Biology- University of Michigan

Select Publications & Speaking Engagements

- "International Distributorship Agreements: The Four Most Difficult Articles to Negotiate and Draft." American Corporate Counsel Association's ACCA Docket (17, no.4 - Jul 1999): 38-58
- "International Agreements: Don't Belittle the Boilerplate," ACCA Docket (18, no.1 - Jan 2000): 60-79
- Croft Institute for International Studies, University of Mississippi, Oxford, MS
- J. Mack Robinson College of Business, Georgia State University, Atlanta, GA
- American Chamber of Commerce (AmCham), Bangkok, Thailand & Manila, Philippines