

# James J. Thome

Management Consultant

## Expertise

- Executive Leadership
- Strategic Planning
- Sales Ops - Inside + Outside
- Niche Marketing
- Industrial Manufacturing
- Product Development
- Project Management
- Meeting Facilitation
- International Operations

## About

In his 30-plus year tenure in the industrial products and services industry, Jim Thome has used his strong work ethic and leadership ability to achieve aggressive goals that drive business results. He has a proven track record of leading organizations through difficult challenges and bringing them to positions of improved operational efficiency and profitability.

Jim gained much of his diverse business experience from service with BHA, a global manufacturer of parts for air pollution control equipment in the cement, asphalt, steel and combustion markets. Jim pioneered the use of telephone sales for technical products to Industrial customers.

His early experience in marketing, sales and program management helped him to master all aspects of business development and product management. These experiences prepared him for executive management, where he is particularly adept at synthesizing the different functional elements of a business into an effective and productive enterprise with clear performance goals. Most recently, he has been consulting with companies in many different industries since leaving GE in 2007.

He was instrumental in driving BHA sales from \$6 million to \$480 million and was promoted to roles of ever-increasing responsibility culminating in his appointment to Executive Vice President and Chief Operating Officer in 1999 where he served until the acquisition of BHA by General Electric in 2004. He served as Program General Manager of GE Energy Services until 2007.

Jim exudes confidence, a vision for the future and inspires people to expand their perspectives and achieve performance levels that drive profitability. Known as a person who can simplify complex strategic challenges into clear actions, he builds trust and credibility by delivering on promises.

He has a Bachelor of Science degree in Business and Technology from Pittsburg State University and a mini-MBA from Kansas University's School of Business.

Jim is a former President of the International Trade Club, a past officer in the Kansas City Businessmen's Club, is currently a member of the American Cancer Society's Chairman's Circle and serves on the Board of Directors of the America Royal.

## Contact

Contact Jim with your contact information and needs for a complimentary 30 minute initial consultation.

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