

# **RICHARD A. SIMONELLI**

236 Adams Avenue, West Newton, MA 02465

617-244-7108

richs@gis.net

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## **SUMMARY**

Professional with advanced technical and business training, management experience in Plastics/Chemical, Software, and Electronic and Physical Security fields. Management consulting work focused on companies with technical products and services. This provided exposure to a wide range of technologies.

Education: MBA, MS-Chemistry – Thesis: Surfactant derivatives of Nucleic Acid Bases.

## **TECHNICAL BACKGROUND**

Chemical training included biotechnology related thesis work. Chemical plant process experience in a very large plastics and precursor production facility. Industrial and management consulting experience includes: engineering thermoplastics, their use in medical products, transportation, packaging and many other applications; plastics flammability research and regulatory issues; composites; fillers, and reinforcements; paper and packaging materials; adhesives. Other topics include: food and beverage, paper converting, oil field services, industrial and residential boilers, air purification and water treatment products, instrumentation, and electronic components.

Software/IT background includes: Manufacturing Software, Databases, ORACLE Developer 2000 and GUI Interface development, Encrypted Instant Messaging, Voice-Over-IP, Web and E-Commerce site creation tools, and Web Hosting services operations.

Security technologies include direct experience with intrusion and fire detection, video surveillance, electronic access systems, and traditional lock, safe, and other security products.

## **MANAGEMENT BACKGROUND**

### **Plastics/Chemical**

Directed a team of technicians to monitor plant processes and quality control in the caustic-chlorine, phosgene and power plant facilities of a large plastics/chemical plant. Was a member of a team conducting large-scale flammability research. Assisted prospective customers and sales force, in United States and Canada, with flammability issues. Monitored regulatory compliance of company's and competitors' products. Represented company in government and industry regulatory and standards making organizations such as UL and ASTM in the United States and Canada. Defined new markets and sales opportunities where building code, flammability and product performance were issues.

### **Management Consulting**

Worked with major domestic and foreign companies to evaluate new opportunities and plan their operations. Projects included: industry characterizations, market studies, evaluation of merger, acquisition and diversification opportunities, formulation of new product development and business entry strategies. Worked with clients in a wide range of technologies.

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### Software

Served as a member of a management team that provided strategic direction to the company. Reported directly to company President. Responsible for product marketing and company operations. Also involved in business development, arranging joint ventures, building alliances, localization of products, and in efforts to raise venture capital. Prior to this provided marketing, sales, and management support for a developer of manufacturing and accounting software.

### Electronic and Physical Security

Founded a security contracting business that focused on High Tech Security systems.

### Landscaping

Founded and manage landscaping operation.

## EMPLOYMENT HISTORY

### **Small Business Owner**

A. Simonelli Landscaping Services, Newton, MA 2005-present

### **Real Estate Rentals and Sales**

Coldwell Banker, Brookline, MA 2004

Toll and Isenberg Real Estate, Brighton, MA 2003

### **Director of Marketing and Operations**

Boomerang Software, Incorporated, Belmont, MA 1999-2001

### **Manager of Sales, Marketing, and Operations**

Cimpac, Incorporated, Lexington, MA 1997-1999

### **Small Business Owner**

Simonelli Lock & Security Systems, Newton, MA 1989-1997

### **Management Consultant**

Technical Marketing Associates, Sudbury, MA 1985-1988

RAS Associates, Newton, MA 1983-1985

Arthur D. Little, Incorporated, Cambridge, MA 1980-1983

### **Regulatory Affairs and Flammability Specialist**

General Electric Plastics Division, Pittsfield, MA 1978-1980

### **Plant Chemist**

General Electric Plastics Manufacturing, Mt. Vernon, IN 1977-1978

## EDUCATION

**Master of Business Administration**, Babson College, Wellesley, MA

Concentration in Finance.

**Master of Science in Chemistry**, University of Lowell, Lowell, MA

Concentration in Organic Chemistry.

**Bachelor of Science in Chemistry**, Boston State College, Boston, MA

**Certificate**-Massachusetts Software Council Fellowship Program, Waltham, MA

## LANGUAGES

Italian-speak, moderate reading ability