

Dorian W. Mullens

2888 Bloomfield Crossing
Bloomfield Hills, MI 48304 USA
dorianmullens@gmail.com

Office (248) 403-8004

Cell (248) 835-3317

SENIOR EXECUTIVE PROFILE

Start-Up Entrepreneurial Ventures/ Turnarounds & Reorganizations/ High Growth Organizations
MBA in Finance & Organizational Behavior

Dorian W. Mullens has been engaged in business development, team building and strategic leadership for over 25 years. Dorian has both a formal education and a work history in engineering and finance. His technical knowledge is supported by his banking experience in commercial and asset based lending. He is a result driven business strategist successful in creating vision, identifying opportunities, building organizations, and delivering strong revenue and profits despite intense international market competition. He is experienced in building new markets, launching start-up ventures and revitalizing and/or optimizing a company's organizational infrastructure to maximize results. His experience and qualifications comprise but are not restricted to the following:

- Full P&L Responsibility
- Multi-Site Operations
- Policy & Procedure Development
- Strategic Planning & Organizational Leadership
- Marketing & Business Development
- Member Development & Retention
- Process Redesign & Change Management
- Team Building & Performance Improvement
- Mergers, Acquisitions, Joint Ventures, Alliances & Partnerships
- Acquisition Integration & Post-Integration Leadership
- Budgeting & Cash Flow Optimization
- Public Relations & Liaison Affairs

Dorian's vast industry knowledge includes but is not limited to the Stamping Industry, Tool and Die Industry, Sew and Stitch Industry, Machining Industry, Importing/Export Industry, Commercial Banking, Mortgage Lending, Folding Carton Industry, Foundry Industry, Paint Industry, Music Industry, Apparel Industry, Retail Industry, Insurance Industry, Real Estate Market and Manufacturing Based Industries.

STRATEGY/BUSINESS DEVELOPMENT

- Co-founder, CEO/President of Dorman Energy a joint venture, with CMS MS&T a public company out of Houston Texas. Sold and wheeled electricity across states in deregulated markets under the name Dorman Energy, becoming one of the largest providers and participants in Michigan's electrical deregulation.
- As its CEO/President, I purchased and sold Modern Packaging, a graphic design and folding carton company. At the time it was the only independent folding carton company in the Midwest with 120+ employees and 7 Heidelberg presses.
- Taught, lectured and implemented sales strategies to college and private businesses; strong emphasis in phone sales & script creation.
- I was executive vice president of one of the largest MBEs in the US with over 800+ employees and operations in multiple states and several countries. I maintain a strong financial, operating and production background; as EVP I also established a backward and vertical integration strategy and acted as point person for M&A activities.
 - Partnered with Bain Capital of Boston, in an attempt to purchase Winston Tire, a tire retail distributor in California, with \$100MM+ in annual retail sales and Motor Wheel for \$400 Million.
 - Partnered with Magna of Canada, in an attempt to purchase and split General Motor's \$1.8 billion global seating division.
 - Partnered with Harvard Industries and attempted to purchase Breed Technologies a \$1.3 billion dollar acquisition in the safety and restraint industry.

PROFESSIONAL WORK EXPERIENCE

The Wesley Group (BVI) Inc. www.wesley-us.com	Managing Partner, CEO
AFFLON, LLC www.afflonllc.com	President, CEO
VALINDO, LLC www.valindo.net	President/CEO
Dorman Materials, Inc	Partner
Modern Packaging Corporation	President/CEO
Arnold Defense and Electronics	Partner/EVP
Dorman Energy, Inc.	President/CEO
Wesley Industries, Inc.	Co-Owner
New Haven Foundry	Asst to President of Operations

EDUCATION

University at Buffalo (SUNY) Corporate Finance, Organizational Behavior	M.B.A.
Western Michigan University Industrial Engineering Studies	B.S.

PROFESSIONAL AFFILIATIONS

Property & Casualty Insurance License, MI
Member MMSDC

CIVIC ASSOCIATIONS

- Vice Chairman, World Exposure, NFP
- Head Coach: Birmingham Jaguars Girls 14U Fast Pitch Travel
- Vice Chairman, Empowered Minds, NFP
- Chairman Fathers Auxillary Group, Jack & Jill of America, North Oakland Macomb.
- Member, Omega Psi Phi Fraternity, Inc.
- Strength and conditioning Coach, Greg Grant's AAU Girl's 12U Basketball
- Mental Performance Coach, Bloomfield Hills Girls Varsity Gymnastics
- Board Member, MJC of Michigan