

LISA W. LILLELUND

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PROFILE

20 years international business experience as a Senior Manager, Entrepreneur, and Consultant. Areas of expertise include strategic planning, business development, sales, marketing, communications, stakeholder engagement, and on-time/on-budget project management. Strong verbal and written communications skills with the ability to excite and engage employees and customers about products, services and programs. Self-starter who works well in a dynamic environment that encourages high performance, team work and is results oriented.

PROFESSIONAL EXPERIENCE

MANGO Networks, Inc., Beverly Farms, MA 2006 - Present

Founder and President

- Advisor to corporations, organizations and universities on Sustainability Initiatives that will enhance Value, Profitability, Competitive Advantage, and Stakeholder Engagement.
- International Business Development for Clean Tech and Sustainability companies to expand their sales and market potential in overseas markets. Emphasis on the U.S., Asia, and Europe.
- Developer of Strategic Alliances and Public-Private Partnerships to increase impact, brand awareness and results.
- Organized and led U.S. Delegation to Chengdu, China for the 2011 CECEP Sustainability Forum
- Create Marketing and Educational Communications for internal and external use.
- Produce and host Seminars and Events for professional development and for community outreach.
- Columnist and Author of over published articles on Sustainability and Environmental Initiatives.

MANGO Networks, Inc., Cummings Center Business Park, Beverly, MA 2003 - 2005

Co-Founder and Chief Operating Officer

- Before transforming Mango Networks into a Sustainability Services company, the company was originally created as a data networking vendor focusing on new product designs and acquisitions.
- Co-wrote the business plan; managed customer service and operations
- Liaison with manufacturing partners in Shenzhen and Beijing.

Independent Consultant 1997 - 2001

Business Development for Public-Private Partnerships, New York, NY and Dublin, Ireland

- Business Development for Public-Private Partnerships between corporations, foundations, and NGOs for clients such as PBS, United Nations and the World Health Organization

CYBEX, Inc., Ronkonkoma, New York and Brussels, Belgium 1988 - 1996

American manufacturer of sports medicine testing and training equipment

Managing Director of Europe, CYBEX Europe, Brussels, Belgium 1991 - 1996

- Established the European headquarters in Brussels; built and managed a sales and marketing network of Distributors in 21 countries.
- Grew revenue on average 25% per year; increasing sales from \$ 3 - \$ 14 million and turning Europe into the most profitable region worldwide for the medical product line.
- Successfully created and led the European Advisory Board to develop and market the company's first product designed to meet desires and needs of the European customers. Coordinated the on-time launch of the new product which became the company's best selling and most profitable product.

- Geschäftsführerin (President)**, CYBEX Deutschland, Hamburg, Germany 1993 - 1996
- Established the German subsidiary, hired local staff, and achieved profitability in 18 months.
- European Regional Sales Manager, Ronkonkoma, NY** 1988 - 1990
- Managed Distributors and Key Accounts such as Olympic Teams and Olympic Facilities in Spain and Norway as well as the French Open Tennis Center Roland Garros
- Pandair International Airfreight, South San Francisco, CA 1985- 1986
- Export Manager**
- Handled export documentation and overseas shipping for clients such as Apple and Autodesk.
- HITACHI METALS Europe GmbH, Düsseldorf, Germany 1983 - 1984
- Salesperson and Account Manager**
- One of the first women in sales in the automobile industry in Europe. Successfully negotiated contracts for automobile parts with German multinationals such as BMW and Mannesmann.
- VOEST ALPINE, Linz, Austria 1982
- Translator German -English**

EDUCATION

- Presidio Graduate School, Executive Program in Sustainable Management, San Francisco, CA, Jan – June 2010
- Thunderbird School of Global Management, Glendale, AZ, Int'l MBA June 1986 – Dec 1987
- French language studies, La Sorbonne and Eurocentre, Paris, France June – Sept 1984
- University of Michigan, Ann Arbor, MI, Bachelor of Arts, 1978 - 1982
- Junior Year Abroad - Albert Ludwigs Universität, Freiburg, Germany 1980/81
- Middlebury College - German Language Program, Middlebury, VT July -August 1980
- Cranbrook Kingswood School, Bloomfield Hills, MI June 1978

BOARD POSITIONS

- Vice Chairperson, Solar Now Inc., stewards of America's longest running solar photovoltaic field. Strategic Partnerships, Outreach and Educational Liaison.
- Board member, Beverly Education Foundation, Grant Selection and Communications Committees

ADDITIONAL

- Dual Citizenship: US and German
- Volunteer: Mentor for teams competing in the MIT Ignite Clean Energy Competition/Clean Tech Open; Advisor to the Clean Tech InnoVenture Center of Massachusetts, and Volunteer for the Salvation Army Disaster Relief
- Affiliations: North Shore Technology Council, New England Women in Energy and the Environment, MIT Enterprise Forum of Cambridge, Boston Area Sustainability Group
- Languages: English, German and French
- Interests: Foreign Travel and Cultures, Film, Theater, Skiing, Tennis, Boating, and watching my sons and husband play soccer.