



Gerry Giudici

Chief Sales Officer

About Gerry Giudici

A senior manufacturing executive with expertise in line-of-sight strategic and cultural alignment, Gerry brings domestic and international experience in several industries. With a focus on business development and operations management, he leads privately held, family, and private equity middle-market businesses. He applies his 30 years of decisive leadership to creating value through strategy, operations, management systems, commercial improvement, and pivoting to new markets. A hands-on leader, Gerry establishes a high-performance culture focused on developing new leaders as well as operational and financial improvement.

How Gerry has Helped Businesses Grow

- Grew revenue 15% (CAGR) over five years expanding customer portfolio, developing new programs, and pivoting the business to new defense markets. Grew top line from \$8 million at acquisition in 2020 to \$18 million projected in 2025.
- Drove \$5.5 million in new revenue forging new markets in Turkey, India, South Korea, Brazil, South Africa and Ukraine. Developed new revenue stream of \$4.5 million with aftermarket line of business.
- Achieved 14% annual sales growth and developed \$30 million forward sales pipeline drafting and implementing strategic business plan monitoring sales pipeline.
- Guided global market expansion and developed manufacturing and distribution operations to support projected revenue growth to \$520 million from \$429 million.
- Grew revenues \$294 million, exceeding targets and achieving EBITDA of \$82.6 million. Led team to achieve revenue CAGR of 25% and improve EBITDA 9.9% to 19.6%.
- Achieved annual run-rate growth of 9.3% turning around and reshaping aftermarket distribution business by focusing on channel management in commercial sector and readiness and sustainment and upgrade in defense sector.

Executive Experience

- President, Barden Brook Capital, LLC
- President, Onodi Tool & Engineering
- President/CEO, Fabco Automotive
- Vice President, General Dynamics Armament & Technical Products
- CEO, Axletech International (A General Dynamics Company)
- Vice President, Global Business Development, Axletech International
- Vice President, Operational Effectiveness, Teksid Aluminum

Expertise

Industry Experience

- Industrials
- Automotive
- Engineering
- Defense
- Aerospace

Specialties

- Growth Strategy
- Competitive Strategy
- Leadership & Team Coaching
- Demand Generation
- International Expansion
- Product Strategy
- Channel Strategy
- Sales Growth

Education

- MBA, The Wharton School
- Bachelor of Industrial Administration, Kettering University

Contact Information

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