

## Dean Kato

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Seeking to leverage for-profit skills and creation of company growth into repeatable successes within the university environment. I bring results driven team building, training, and management skills, an attention to detail and a combination of tactical execution and strategic collaboration with all levels of enterprise leadership. My demonstrated history of revenue generation couples well with a passion for producing winning university strategies.

### BOARD MEMBERSHIP

2012-Present Kids International Ministries, Board member ([www.kidsim.org](http://www.kidsim.org))

- International mission agency operating orphanages and providing humanitarian aid in the Philippines.
- Serving on development committee to promote repeatable growth and sponsorships.

### PROFESSIONAL EXPERIENCE

2006-Present Esterline Control Systems, Everett, WA Director of Sales ([www.esterline.com](http://www.esterline.com))

- Creating top line year-over-year growth for this \$300M, four-company division of Esterline Technologies.
- Team leader of 15 regional sales managers and inside sales associates located in four different US locations. Manage the overall relationship with 21 independent manufacturer's representatives.
- Client Associate for Miller Heiman Strategic Selling process training. Lead trainer for Esterline in this industry leading selling process.
- Government relations liaison – oversee lobbying efforts at the state and national level creating revenue streams from congressional project funding.
- Results from a 360 review synthesize inputs from 18 peer managers, direct reports, and supervisors. Skills in all areas are at or significantly above the top of a peer norm group. Of note are top marks in integrity, management, conveying trust, relationship building, effective speaking, team empowerment, judgment, and overall performance.

2005-Present OneAccord Partners, Bellevue, Principal, ([www.oneaccordpartners.com](http://www.oneaccordpartners.com))

- One of fifty principals in this consulting firm creating revenues for not-for-profit and for-profit clients.
- Providing interim executives and revenue growth through project engagements.

- Results-oriented process begins with a revenue review for the organization and culminates in implementation of team structure, sales channel, training, and executive engagement.

2004-2005 Isothermal Systems Research, Spokane, Business Development Manager

- Established beachhead applications in the Defense sector for this disruptive technology startup company.
- Created multiple sales channels and aerospace sales direct to airframe manufacturers.

2002-2003 Microvision, Bothell, Business Development Manager

- Aviation specialist
- Created market introduction and value added reseller network for this new technology product.

1999-2001 IDD Aerospace, Redmond, Vice President of Sales

- Team leader of outside and inside sales representatives and customer service and contracts organization.
- Grew top line sales 15% year over year.
- Generated momentum in international sales. Won first significant programs in Israel and Brazil.

1995-1999 Korry Electronics, Seattle, Government Business Manager

- Introduced the process of sales direct to the government through solicitations at military bases and work direct with the Pentagon.
- Brought new technology products to the market that enhanced the US military capabilities in nighttime warfare.
- Increased sales to this market 100% over five years.

#### UNIVERSITY ENGAGEMENTS, SEATTLE PACIFIC UNIVERSITY

2012-Present Training consultant and focus group leader, University Advancement. Providing guidance for engaging parents and win-win partnerships

2010-Present Cofounder and leader, annual service learning study abroad program to the Philippines

2010-Present Contributor, Admissions promotions (<http://vimeo.com/10556898>)

2009-Present Founding member, Parents Council  
(<http://www.spu.edu/depts/parents/news/staff-steller-investments.asp>)

2006-Present Presenter, Career Center internship/job search programs

1995-Present Member, Engineering department advisory board

1990-Present Member, President's Circle (annual giving commitments to the university)

## EDUCATION

- 1980 University of Washington, BS Mechanical and Industrial Engineering
- 1980 Trane Air Conditioning Company Graduate Sales Training program
- 1994, 2005 Miller Heiman Strategic Selling course
- 2005 Miller Heiman Conceptual Selling course
- 2006 IMA Accelerating Implementation Methodology training (change management)
- 2007 Nyden, Fundamentals of Negotiation
- 2009 Leader Effectiveness Training
- 2010 ETI Group, Lean Six Sigma
- 2012 Miller Heiman Strategic Selling Leader Training Institute. Certified trainer.

## CHURCH AFFILIATION

1990-Present Member, Crossroads Bible Church, Bellevue

## ACTIVITIES

Private pilot

NAUI SCUBA instructor