

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 strong 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.

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)

BOARD MEMBERSHIP

- 2012-Present Kids International Ministries, Board member
International mission agency operating orphanages and providing humanitarian aid in the Philippines. Serving on development committee to promote repeatable growth and sponsorships.

DAY JOB

- 2006-Present Esterline Control Systems, Everett, WA Director of Sales
Creating top line year-over-year growth for this \$300M, four-company division of Esterline Technologies. Executive sponsor, FIRST/STEM program. Team leader of 15 regional sales managers and inside sales associates. Government relations liaison. Results from a 360 review synthesize inputs from 18 peer managers, direct reports, and supervisors: (<http://deankato.com/wp-content/uploads/2013/04/Kato-360.pdf>). 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.
- 2004-2006 Isothermal Systems Research, Spokane, Business Development Manager
Created new defense and aerospace market penetration for this startup technology company.

EDUCATION

- 1980 University of Washington, BS Mechanical and Industrial Engineering
- 2012 Miller Heiman Strategic Selling Leader Training Institute

CHURCH AFFILIATION

- 1990-Present Member, Crossroads Bible Church, Bellevue