

## Dean Kato

13103 NE 36<sup>th</sup> ST, Bellevue, WA 98005

206-510-2400, [dean@kato.com](mailto:dean@kato.com)

[www.deankato.com](http://www.deankato.com)

Seeking to leverage for-profit skills and creation of company growth into repeatable successes within the not for-profit environment. I bring results driven team building, training, and management skills. I have a strong attention to detail and provide a combination of tactical execution and strategic collaboration with all levels of enterprise leadership. I am a people oriented person, connecting effectively with C-level executives, nurturing grandmothers, and everyone in between.

### 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)

2002-Present Member, Wellspring Society (legacy gift supporter)

#### **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.

## **EDUCATION**

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

## **COMMUNITY**

- 2013-pres UW Bothell STEM liaison with Esterline
- 2013-pres Westminster/Crossroads, job search and support group co-leader and presenter
- 2013-pres Volunteer community ambassador, National MS Society
- 2011-pres Volunteer coach/business plan reader/judge, SPU Social Venture competition
- 2011-pres SPU School of Business capstone project judge
- 2011-pres Executive sponsor, coordinator for Esterline involvement in regional FIRST team sponsorships
- 2010-2012 SPU Engineering student mentor
- 2006-2008 English as a Second Language conversational coach
- 2006-pres SPU career center and Engineering department internship liaison with Esterline
- 2002-pres Volunteer driver, Senior Services of King County
- 2002-2005 Assistant Scoutmaster, Boy Scouts troop 600

## **ACTIVITIES**

- Private pilot
- NAUI SCUBA instructor
- PSIA ski instructor
- Traveled to 30 countries
- Husband and Father