



## BILL LAZOR

### Senior Director | Analysis

Bill Lazor's business career spans thirty-six years and his experience includes assignments covering a broad range of industries such as; high technology, aerospace and defense, chemical manufacturing, consumer packaged goods, publishing, fluid controls and industrial manufacturing. His work experience includes completed assignments on behalf of many middle market and Fortune 1000 corporations such as Raytheon, Toyota, Hughes Aircraft Company, Viking Penguin (publishing), Brunswick Defense, Procter & Gamble International and E.I. DuPont de Nemours & Company, Inc.

Mr. Lazor specializes in facilitating profitable growth for international companies through insightful research, analysis, planning, forecasting, and project management. He is recognized as a strategic partner to corporate clients across the country as his guidance, support and leadership has served senior management teams in making wise decisions that positively impact stakeholder interest.

On behalf of Raytheon Space and Airborne Systems Mr. Lazor has led executive teams in monitoring overhead, forecasting and planning, followed by formation of the company's financial planning and analysis systems, financial statements, capital budgets, expenditures and metrics for discretionary outlays for new business investments.

His work experience also includes management and presentation of operations reviews, development of strategic plans, performance metric tracking and financial justification for capital expenditures. With strong strategic planning expertise he is especially adept at providing planning and execution related to reorganizations, transitioning workloads, and development of pro-forma and consolidation financials. Past assignments have included work on behalf of an international subsidiary in the UK where he again helped improve forecasting processes. He has planned and executed cross-country relocations that encompassed restructure planning, analysis, communications reporting and presentations. Mr. Lazor experience also includes the generation of detail annual forecasting of new ERP systems and work in database application, cost modeling, and Visual Basic programming for Excel spreadsheet applications.

Working on behalf of Toyota Material Handling USA, Mr. Lazor developed a three-year strategic US business plan for seventy-seven strategic projects encompassing twelve key initiatives. Upon implementing the plan, Toyota Material Handling USA achieved a #1 ranking in their market throughout the US and North America.

#### **Education**

Mr. Lazor received a B.S. in Chemical Engineering from Virginia Polytechnic Institute & State University. He holds an MBA in Finance from The Wharton School of the University of Pennsylvania and a certificate from the Hughes Executive Marketing Program at The Anderson School of the University of California at Los Angeles.