

## DEL WINN

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### VP OF INTERNATIONAL BUSINESS DEVELOPMENT

**Global Markets / Complex Negotiations / FCPA & ITAR / Foreign Tax Law / Strategic Partnerships  
International JVs / Consulting / Contracts / Licensing / Global Distribution / Product Launch / M&A**

I use my vast network of international business contacts to open new markets, direct product distributions, and ensure regulatory compliance, maximizing profits. With a regular seat at the table of some of Asia's highest-profile leaders, I develop rock-solid relationships to smooth the way for securing millions in sales.

My particular expertise in South and Southeast Asian legal systems enables me to draft agreements that mitigate stakeholder risk and optimize ROI.

- Identifying and recommending strategic global opportunities for growth**
- Negotiating, drafting, and closing agreements for new overseas markets**
- Deploying business development initiatives that are consistent with organizational strategy**
- Directing high-achieving international development teams**
- Building and maintaining relationships with key clients and stakeholders**

I hold a **Juris Doctor** from the University of Mississippi and a **Bachelor of Science** from the University of Michigan. The author of numerous articles in industry publications, I am regularly engaged as a speaker at major industry conferences. I am also conversationally fluent in Thai.

Colleagues often describe me as candid, principled, loyal, and able to foster relationships across a wide range of cultures. I have also frequently been cited for my relentless negotiating and closing skills.

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#### SELECTED ACCOMPLISHMENTS

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**Secured Major Manufacturing Contract.** FATS sought a new market for its Virtual Small Arms Trainer (SAT). Persuaded senior management to target Indian military and paramilitary forces. Set meetings with key stakeholders and FATS executives, securing manufacturing contract and revenues of \$200M.

**Restructured Personnel Agreements, Improving Efficiency.** With no existing legal department, FATS oversight of international agent agreements was in disarray. Developed and implemented innovative new agent / distributor agreements across 25 countries, reducing staff costs 50% and increasing revenues in excess of \$5M.

**Opened New Overseas Markets, Creating Sustainable Revenue Streams.** FATS' attempts to open new markets faced competitor saturation of Asian markets. Surveyed defense and legal contacts to secure demonstration for Indonesian military, securing \$2.4M purchase order and four-year sales of \$17M.

**Ensured Tax Compliance, Saving Profits.** InterDigital made sales of fixed location wireless phone system to Indonesia without understanding national tax laws. Conducted inquiry into regulations that revealed InterDigital's tax liability would exceed its profits. Redrafted agreements, preventing annual losses in excess of \$2M.

**Capitalized Upon Cultural Acumen, Winning Contract.** InterDigital wished to introduce new technology for Indian rural wireless local loop market. Fostered relationships up to Prime Minister level of Indian government, opening market ahead of numerous international competitors and securing equipment order of \$25M.

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#### CAREER SUMMARY

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**Private Development Consultant,** 2008 to 2012. Opened lucrative markets for firms with revenues of \$10M including VT Miltope, JouleX, MedTour India Global Healthcare, and BioFuel Technologies. Promoted domestic and global product introductions, drafted distribution and licensing agreements and litigated disputes.

**Managing Director, International,** Firearms Training Systems, Inc. (FATS) / Meggitt Training Systems, \$100M global weapons training manufacturer, 2005 to 2008. Restructured international sales force and developed sales & marketing strategies, establishing manufacturing systems & facilities and generating sales of over \$200M.

**VP of International Sales & Business Development / Corporate Counsel,** Shop'n Chek, \$50M mystery shopping firm, 2003 to 2005. Structured overseas market entry models and located qualified agents, negotiating all agent agreements based upon cultural, legal, and tax requirements of respective countries.

Earlier: **VP of Business Development,** InterDigital Communications Corporation.

Additional: An active member of professional organizations like Kettering Executive Network, I spend my free time providing pro bono legal assistance for non-profit organizations in the Atlanta, GA area.