

NATHANIEL “SANDY” PAIGE

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ORGANIZATIONAL LEADERSHIP / GLOBAL BUSINESS DEVELOPMENT–

- Strategic Planning, Revenue Expansion, Cost Controls -

Effective communicator and team leader with a multi-industry background managing corporate entrepreneurial efforts, strategic planning initiatives, scale-up / scale-down activities with project management experience. MBA in 2002 from Babson College.

EXECUTIVE QUALIFICATIONS

FULL P&L RESPONSIBILITY / BUDGETING / FINANCE –	– PRODUCTIVITY & PERFORMANCE OPTIMIZATION
STRATEGIC PLANNING / CORPORATE ADMINISTRATION –	– CRISIS MANAGEMENT / UNIONIZING
CORPORATE FINANCING–	– CONSENSUS BUILDING / TEAM DEVELOPMENT
BUSINESS DEVELOPMENT / PROFITABILITY IMPROVEMENT –	– ORGANIZATIONAL LEADERSHIP / STAKEHOLDER RELATIONS
MULTI-SITE OPERATIONS / SITE COMMISSIONING –	– BEST PRACTICES / DECISION MAKING
START-UPS / SCALE DOWNS –	– ENVIRONMENTAL PERMITTING

CAREER HIGHLIGHTS

FOUNDER / MANAGING MEMBER, Seabright Fund, 2017 – PRESENT

- Formed and raised investor capital for Seabright’s dedicated search to acquire one great company.

DIRECTOR - GLOBAL SALES / DISTRIBUTION, The Jackson Laboratory, 2015 – 2017

- Drove international sales of products and services initiatives through both direct and licensed distribution channels.
- Managed primary distributor in Europe/Japan and smaller distributors within select emerging markets.

DIRECTOR – BUSINESS DEV / STRATEGIC ACCOUNTS, The Jackson Laboratory, 2013 – 2015

- Hired and trained field-based business development experts for strategic accounts (domestic) and services sales (Europe).
- Served as Chairman of site-level Institutional Animal Care & Use Committee (IACUC) pursuant to Federal regulatory requirements for animal welfare.
- Coordinated CEO’s strategic planning effort, staffed CFO’s \$65M California muni bond financing.

WEST COAST SITE DIRECTOR, The Jackson Laboratory, 2008 – 2012

- Applied effective strategies to turn-around and grow struggling regional division.
- Significant production and employment ramp-up, capital investment of +\$60 M, addition of new systems/processes and product mix improvements.
- Re-built leadership bench during growth from 50 to 150 employees.
- Re-built hiring processes, expanded compensation plans to incentivize performance and align goals.

GENERAL MANAGER, Knight-Celotex Fiberboard, Lisbon Falls, ME, 2007 – 2008

- P&L responsibility for 24/7 fiberboard manufacturing plant running 3 daily shifts.
- Led facility to the highest gross margins in the industry.
- Identified, hired and mentored senior team members.
- Led capital planning efforts, product innovation, staff trainings, safety initiatives, and environmental monitoring, aligning business development with goals.

FOUNDER, Second Street Consulting LLC, Hallowell, Maine, 2006 – 2007

- Project management efforts focused on start-ups, complex commercial transactions, operational scaling, project development, negotiations, financing and strategic planning for multiple national clients.

VICE PRESIDENT OF ADMINISTRATION, Neptune Regional Transmission System, Fairfield, CT 2004-2006

- Administrative leader of project financing for Atlantic Energy Partners' financing entity.
- Today Neptune RTS provides ~20% of the energy needs for Long Island, NY from NJ.

FINANCIAL ANALYST/CONTROLLER (Atlantic Energy Partners), 2002 – 2004, <http://neptunerts.com/>

- Member of small development team to develop concept, raise venture equity and close \$650 M project financing for High Voltage Direct Current (HVDC) electric underwater transmission cable between Long Island, NY and New Jersey, delivering over 660 MW of energy from NJ to Long Island.

CORPORATE MARKETING REPRESENTATIVE, Fairchild Semiconductor, South Portland, ME, 1997 – 2000

- Performed global branding activities and provided support for acquisitions, bond offerings and a successful IPO during growth from \$650M to \$1.5B.

PERSONAL ASSISTANT TO GOVERNOR ANGUS S. KING, Augusta, Maine, 1995 – 1997

- Gatekeeping and strategic oversight of Governor's public and private schedule.

EDUCATION

Masters of Business Administration – Entrepreneurship, Babson College, Wellesley, MA

Bachelor of Arts (B.A.), History, Middlebury College, Middlebury, VT