



## Dale Leatherman

### ABOUT DALE LEATHERMAN

Dale Leatherman is a Project Optimization Advisor and Managing Partner with Corpus Optima. A seasoned operations and project executive, he has served in a variety of global and domestic leadership roles. As Managing Partner for Corpus Optima, he is responsible for overseeing, coordinating, and improving the firm's processes for planning, product and service management, delivery support, event management, administration, and partner relations.

Before joining Corpus Optima Dale enjoyed a highly successful career as an operations and project executive with Lucent Technologies, where he held a succession of increasingly more responsible positions, including Director of Global Project Operations, Director of Asia Pacific and China Fulfillment Operations, Asset Management Director, Global Sourcing Manager, Sales Operations Program Manager, and Sales Manager.

As Director of Global Project Operations he organized and led Lucent's new Order Management/Material Management Team in providing Best in Class support for Lucent's Global US EXIM Projects, successfully supporting nearly \$1 billion in EXIM finance approved projects in Asia, Africa, Europe, and the Middle East. Dale oversaw a drive to achieve incremental operational reductions of 25% through the use of Resource Balancing with a matrix of permanent, experienced contractors and entry level contracted workers. As a core member of the Lucent Contingency Team he participated in the development of strategic plans in support of Union Contract Negotiations. He also directed the Lucent.com customer care organization and call center providing support for Direct Customers, Business Partners, and Associates. He organized and led various Lucent Team Building Subcommittees in creating activities and programs to enhance cooperation, engagement, and social responsibility throughout the Division.

As Asia Pacific and China Fulfillment Director he led a 100 person diverse Global Organization in the development of revenue generating orders for the Asia Pacific and China region. This included support of \$2.5 billion in revenue. Dale led Lucent's cross-functional team in opening new Order Fulfillment Operations in Singapore and China. This included consolidation of eight separate Order Management Operations into one Regional APAC Order Fulfillment Operation, translating into reduced expenses by 30% and provision of improved customer service for customers in the Asia Pacific and China Region.

As Manager of Sales Realization he led simultaneous teams in support of Project Management, Material/Order Management, Asset Management, Customer Service, and Asset Management for TELCOM projects in India, Australia, New Zealand, and Indonesia.

Dale holds a Bachelor of Science degree from The Ohio State University, an MBA from Western Michigan University and is a certified Project Management Professional (PMP).

Besides his numerous professional accomplishments, he is a devoted community supporter, having recently enabled Northwest Assistance Ministries to streamline operations and reduce administrative costs. He has served on a number of boards including the Christian Help Foundation and the Central Florida Employment Council, and chaired a number of Lucent Global Days of Caring Projects.

