

Michael Foley, B.Comm, FCA

Summary:



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An exceptionally talented leader with over 30 year's multinational corporate C-level experience in Europe and the United States. Outstanding record of achievement in driving business growth, increasing shareholder value and managing sustainable change.

He has an unusual breadth and depth of senior executive experience in industries ranging from Auditing, Process Manufacturing, Engineering, Wholesale Distribution, Consumer Goods, Airlines, Healthcare and Consulting. His functional expertise includes C Level responsibilities as head of Finance, Sales, and Marketing and as Chief Executive and has successfully managed start ups and turnarounds for major international corporations in Europe and in the US.

Education

- Fellow of The Institute of Chartered Accountants in Ireland
- Bachelor of Commerce(Honors): University College Dublin, Ireland
- Executive Training in Ireland, UK (London Business School), France (INSEAD) Switzerland (IMD) and USA).

Experience:

CEO/Founder, Solutions for Growth (2006-present) - a Business Coaching and Process Consulting resource specializing in Strategic Thinking & Business Planning and Leadership Development. His impressive client portfolio of client companies including Consumer Goods, Retailing, Publishing, Electronic Manufacturing and Commercial Printing.

CEO/Founder Florida Therapy Center (2003-2005) - a healthcare facility specializing in the treatment of COPD and Respiratory Disease. Grew this business to billings in excess of \$1.2 million in its first year. Successfully exited in line with strategy in 2004.

President/CEO, Heineken USA, White Plains, New York (1994-2000) He transformed Heineken into one of the most admired and successful beer companies in the US and successfully positioned the company for profitable future growth. Under his leadership gross revenues increased by 25% CAGR over an eight year period, contributing 30% of global group EBITDA. Market share increased for 28 straight quarters under his leadership.

Group CEO of Aer Lingus (2000-2002) Appointed by the Irish Government to lead the transition of Ireland's National Airline from state to public ownership via an IPO. The company had 6,500 employees and revenue in excess of Euro 1.3 billion. The IPO process was aborted by the government shortly after joining due to political and trade union resistance.

Managing Director, Murphy Brewery Ireland, Cork (1989-1993)

Under his leadership the company was successfully transformed from bankruptcy to become one of Heineken's most profitable operating subsidiaries worldwide. Exceeded all previous sales, market share and earnings records year on year, every year for four straight years. Achieved Gross Revenue of €160 million with 350 employees. Launched Murphy's Irish Stout throughout Europe gaining a significant market position in the United Kingdom, the world's largest stout market. Became the first brewery in Europe to achieve ISO9000 quality certification. Earlier responsibilities included Sales & Marketing Director and CFO

CFO/Secretary, Penn Aluminum, Ireland (1978-1981)

Help transition this U.S engineering extrusion business from green field start up to operating mode and eventual sale to a European company.

CFO, Noritake Ireland Ltd., Ireland (1976-1978)

Joined at green field start up phase of this Japanese investment. Successfully negotiated with Irish government agencies for capital, training and fiscal support/incentives. Established financial and internal processes and controls. Grew to 1,000 employees in first year with sales of Euro. 7 million.

Audit Senior, Price Waterhouse/Craig Gardner, Dublin, Ireland (1971-1976)

Control and direction of audit teams. Planning, executing and concluding external audits of leading US multinationals (WR Grace, AC Nielsen, General Foods, Unilever etc.) and Irish Public companies (Waterford Crystal, Independent Newspapers etc.) to intense deadlines and compliance procedures.

Other Positions of Interest

- Board member of Melbourne Palm Bay Area Chamber of Commerce for 2008-2011
- Board member & President Elect of Indialantic Rotary Club
- Board member of Fado Irish Pubs Inc. Atlanta, GA
- Served on the boards of The Irish US Council for Commerce & Industry, University College Cork Foundation, American Ireland Fund, Heineken Ireland, Heineken USA.
- Top 100 Irish American Business Leaders: 1996-1999
- New York Irish/US Businessman of the year: 2000