

## John M. Ireland

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### Experience

- 1999-PRESENT**    **UPFRONT ANALYSIS**    **RIVERSIDE, CT/HOUSTON, TX/ GUILFORD, CT**  
*Self-Employed consultant providing Business Development and Strategic Services*  
Upfront Analysis provides business development solutions and services in various industries to small, medium and large companies across the United States. Select engagements include:
- Executive Coach and generation guide for a family owned retail/farm
  - Business Development Services to a large Midwest testing equipment manufacture
  - Executive Coach and Business Consultant to a small software company
  - Business Development Services to a solar thermal manufacturer
  - Business Development Services to a biomass development company
  - International Project Management Services to a mobile transaction processing company
  - Business Development and M&A services to a large biotech and pharmaceutical company focusing on animal diagnostics and other products. Resulted in an acquisition of a \$40 million company
  - Business Development services to large public electronic capacitor corporation expanding their product base and improving their bottom line.
  - Sale of GE GXS PetroDEX to DTN Energy. \$9 million divestiture
  - Developed network of expertise spanning several major industries including energy, communications, manufacturing, and biotech
- 2004-2012**    **SIGHTLINES LLC**    **GUILFORD, CT**  
*Chief Financial Officer/Chief Operating Officer and Owner*  
Sightlines provides facilities benchmarking and analysis to over 400 College and Universities across the country in areas such as energy, maintenance and grounds.
- Responsible for all aspects of the company including but not limited to; Finance, Operations, Sales, Marketing, Business Development, HR, Legal, Technology
  - All Employees reported through me to the CEO and majority Owner
  - Company grew from \$900K million in revenue to \$7.5 million (recession hit us in 2009 with a flat year) with employee growth to 65 employees and three remote offices
  - Raised additional capital in 2011 from private equity to help propel the growth of the company
  - Company was sold in 2015 at 10+ multiple of EBIT
- 2002-2003**    **JESUP & LAMONT**    **HOUSTON, TX/ NEW YORK, NY**  
*Investment Banking Consultant (J&L based in NYC)*
- Focused on bringing in new business in Energy and Biotech/Healthcare
  - Helped develop internal and external company messages
  - Networked new Venture and Institutional Capital Sources
  - Consulted on Client Strategy and Financing
- 2001-2002**    **GE GLOBAL EXCHANGE SERVICES**    **HOUSTON, TX**  
*Executive Consultant*
- Manage the downstream energy vertical for all GE GXS applications and services
  - Convert current downstream energy applications from harvest to growth mode
  - Grow base applications into new markets
  - Build-Out and integrate new applications into offering
- 1999- 2001**    **DOWNSTREAM ENERGY CORPORATION**    **HOUSTON, TX**  
*President and CEO/ CO-Founder*  
Downstream Energy provided internet-based solutions for the refined products industry helping to increase the speed of which pricing is delivered to the market.
- Signed up 40% of the refined capacity in the United States
  - Raised capital for initial funding and subsequent cash infusions – over \$7 million
  - Located and hired management team of industry experts
  - Incubated, developed and successfully launched internet product

1991-1997

**TOSCO CORPORATION**

**STAMFORD, CT**

Tosco was the largest refiner/marketer of petroleum products in the United States prior to its sale to Phillips Petroleum which included 7 refineries, 5000 gas stations and over 1200 miles of pipeline.

- 1996 Selected for special assignment as **Manager, Business Development**, East Coast Terminals and reported to the President of Distribution
- Assigned to develop strategies and business plans for each of the eight newly acquired proprietary East Coast Terminals: invest or divest.
  - Marketed terminals targeted for divestiture
  - Analyzed distribution costs and recommended alternative distribution pathways.
  - Supported terminal managers in economic analysis and business decisions
- 1994 Promoted to **Corporate Planner** and reported to the Executive Vice President of Corporate Planning
- Continued acquisition analysis and responsible for inventory tracking and assessment during due diligence.
  - Acquisitions included:
    - \$900 million of Circle K Retail Assets in US
    - \$1.2 billion refining and marketing system of 76 Products in US
  - After acquisition and during the transition phase was responsible for:
    - Defining corporate pricing strategies used in developing annual budgets
    - Reviewing capital budget projects for logical thinking and feasibility
    - Consulting on commercial contracts greater than one year or \$1 million
- 1992 **Manager, Strategic Planning** and reported to the Vice President of Strategic Planning
- Analyzed potential acquisitions in a multi-discipline context.
  - Managed the on site due diligence process while developing modernization strategies for the targeted assets.
  - Acquisitions included:
    - \$2.5 billion (at replacement cost) Exxon Refinery in NJ
    - \$1.5 billion (at replacement cost) British Petroleum Refinery in WA

1997-1998

**MIT SLOAN SCHOOL OF MANAGEMENT**

**CAMBRIDGE, MA**

*Sloan Fellows Executive MBA Program*

*GPA 4.9/5.0*

- Thesis: What makes a merger or acquisition in the biotech and/or pharmaceutical industry a success? What might contribute to its failure? And what can be done to alter the outcome?
- Related coursework included Mergers and Acquisitions, New Enterprises, International Finance, and Power and Negotiation.

1982-1987

**BROWN UNIVERSITY**

**PROVIDENCE, RI**

*Master of Science, Biochemical Engineering*

*Bachelor of Science, Chemical Engineering*

**Other Activities**

*MIT Enterprise Forum of CT – Treasurer*

*CleanTech Open – Mentor/Judge 2012-2016*

*Board of Education – Guilford, CT 2008-2012*

*Energy Task Force – Guilford CT*

*Adjunct Professor – Suffolk University 2003-2004*

*President – Guilford Youth Lacrosse Association – Guilford, CT*

*Lacrosse Coach*