

# Tarun Ganeriwala

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## EXPERIENCE

### KBH Thompson, LLC

#### *President, Co-Founder*

02/21 – Present, Smyrna, GA

- **Innovator:** Partnered with large general contractor to form a multi-disciplined professional and construction services minority owned company. Immediately penetrating key Fortune 100 companies, including utilities and EPC partners.
- **Visionary:** Focusing on growing into new segments that will be sustainable long-term, including grid modernization, hydropower and hydrogen.

### KBH Solutions, LLC (dba KBH Industrial)

#### *President, CEO & Founder*

09/08 – Present, Smyrna, GA

- **Developer:** Professional Management Organization (PMO) within the Power Generation and Heavy Industrial market segments. Providing construction & maintenance support as KBH Industrial.
- **Visionary:** Created a social enrichment endeavor to engage and enhance teaching of local school children to play chess (dba Chess2Children)

### Williams Industrial Services Group (a Global Power Company)

#### *Senior Vice President – Sales, Commercial Operations & Marketing*

10/13 – 9/19, Tucker, GA

- **Leadership:** Transformed thinking and behavior of the existing team, new hires and the organization to be more commercially focused. Involved with total growth of the Services business, from customer relationships, to estimating & proposals, to strategic marketing, to M&A reviews, to order closing, to contract follow through, to execution, etc.
- **Accountable:** Exceeded operating plan each year while in position and helped to account for more than 65% of total Global Power revenue and profit. Exceeded financial targets annually.
- **Customer Ownership:** Embraced current customer portfolio, while helping the team strategically decipher the correct customers and market segments to focus on.

### General Electric Company (20 years total), Power & Water

#### *Senior Sales Leader – GE Energy*

04/07 – 10/13, Atlanta, GA

- **Accountable:** Exceeded operating plan each year while in position, including delivering over 325M in orders between 2009-2012.
- **Change Agent:** Directly responsible for a large operating plan with key customers. Negotiated long-term deals for parts, services and repairs with key utility customers in the South. Re-established relations with customers that had gone away from GE.

#### *Parts Commercial Director – GE Parts, America's & Asia Regions*

#### *Regional Sales Manager – GE Rentals, South Region*

06/01 – 04/07, Atlanta, GA

- **Strategic Planning:** Developed & led regional implementation of GE Energy Parts transactional vision for the America's & Asia Regions. Responsible for \$500M worth of Sales & Orders. Utilized the Six Sigma Lean methodology to drive away waste and simplify our vision.
- **Leadership:** Hired Commercial Leaders, with regional responsibility, to drive the proper behavior for future growth within the Core of the Energy Services Business. Redirected the field vision to drive the proper customer buying behavior to maximize margin on each and every project we encounter.

### General Electric Company, Industrial Systems

#### *GE Full Lines Sales Engineer*

09/96 – 06/01, Roanoke, VA

- Maintained & increased sales in SW VA territory; Exceeded budget every year; Increased revenue from \$2.5M in 1996 to over \$5M in 2004
- Received Management Leadership Award for Outstanding Customer Selling

## EDUCATION

**Master**, Business Administration - Finance

University of Georgia-Terry College of Business, 9/07-5/09

**B.S.**, Mechanical Engineering, E.I.T.  
Virginia Polytechnic Institute & State University, 5/94

## OTHER EXPERIENCE

### GE Technical Leadership Program

4 Rotational assignments 1994 - 1996

- Technical Sales Atlanta, GA
- Product Marketing Burlington, IA
- Sales Forecasting Martinez, CA
- Account Rep. Charlotte, NC

### Parsons Corporation Engineering

#### Intern

- Washington, D.C 1991 – 1993

## CORPORATE TRAINING

- Leadership ROI Training
- Customer Strategic Vision Training
- Six Sigma Green Belt Training
- Change Acceleration Process
- 7 Habits of Highly Effective People
- Value Selling & Intensive Sales

## HONORS

- GE Stock Option Recipient: 1998, 1999, 2001, 2002, 2010, 2011
- Global Greenbelt Competition 1999 Semi Finalist; GB certified 1999
- CEO Excellence Award, 2007
- CEO Stock Option Recipient, 2008
- GE Energy Global Sales Recipient, 2011

## LEADERSHIP

- Founder – Chess2Children (enrichment chess organization)
- STEM Board – St. Benedicts School
- Board of Advisors - UGA
- GE-VA Tech Steering Committee
- United Way Ambassador
- Smyrna West Soccer Coach-9 years
- Founding Board Member – Nickajack Elementary, Griffin Middle School and CHS Foundations