

CURRICULUM VITAE

Name: Randolph (Randy) S. Bell
Address: 21 Plumage Lane, W.P.B., Fl. 33415
Phone: (561) 779-3213
E-mail: randy@esenet.dk

Employment History:

2009- CEO, BeacCorp
2005-2009 Key Account Manager, Seelen A/S,
2005-2004 Product Manager, Trelleborg Phonix A/S
2004-2001 Product Manager, A/S Ribe Jernindustri
2001-1999 Area Sales Manager, Babcock & Wilcox Vølund A/S
1999-1997 Market Researcher, Densit a/s
1997-1991 Carpenter, Svendsen Kongerslev ApS
1991-1983 Carpenter, Florida, USA

Education:

2009- University of Miami, EMBA Off Campus West Palm Beach
2009 US LEED AP
2009 Florida Community Association Manager License
2009 Palm Beach Community College (American History, Calculus)
1999-1995 B.Sc. Export Engineer, AAU, Aalborg, Denmark
1995-1993 Junior College, Aalborg Studenterkursus, Aalborg, Denmark
1993-1991 Language School, Brønderslev, Denmark
1983-1979 North Shore High School, Florida, USA

Language:

English: Native Language
German: Intermediate
Danish: Exceptional

EDB:

AutoCad R13, SAP, Axapta, Concorde/C5, Parabyg, MS Office, Internet, Adobe Master Collection CS4, various other programs.

Leisure interests:

Outdoors, Music, Literature, Gardening, Carpentry, Sport, Time with friends and family

Personal:

Born: August 29, 1966
Family: Married to Ming Bell
Children: Jessica 23 yrs. Old, Buddy 2 yr. old

References: Reference list available.

Description of points mentioned in my CV

Employment:

2009- **CEO, BeacCorp**
www.beacorp.com

BeacCorp (Bell Engineering and Construction Corporation) is a start-up engineering and construction firm incorporated in 2009 specializing in the development of renewable energy projects, property management and energy performance rating.

Primary Responsibility:

Responsible for ensuring the profitable success of the company.

Over-all technical, economic and commercial responsibility for turn-key residential and commercial renewable energy projects.

Results:

This budget period I have worked primarily on developing the business platform, fulfilling licensing requirements, development of business, raising capital and corporate branding.

Being as our business is global I have spent more than 3 months travelling in Europe in 2009 promoting our business and strengthening business relationships with our partners and suppliers.

Supervisor: Shareholders.

2005-2009 **Key Account Manager, Seelen A/S**
www.seelen.com

Seelen A/S is an equipment manufacturer specializing in the manufacture of automated handling equipment for the fibreglass industry. The yearly turnover is nearly 350 million Danish Kroner and there are approx. 130 employees. (100 in production and 30 in administration)

Primary Responsibility:

Over-all technical, economic and commercial responsibility for turn key solutions to select fibre glass insulation producers with main offices in Belgium and Spain. The two key accounts that I have been responsible for are Knauf and Uralita and account for approx. 20% of company turnover.

Results:

This budget period I was given responsibility to develop a new customer relationship with one Key Account which has 10 factories throughout Europe and to date I have

personally closed orders for nearly 10 million Euros with this account. The contribution margins have exceeded management goals on avg. by 12%.

Last budget year I was responsible for Knauf, which is a global supplier of building materials and effectuated orders in this period in excess of 10 million Euros as well.

Supervisor: Managing Director.

2005-2004 Product Manager, Trelleborg Phønix A/S
www.trelleborg-phoenix.dk

Trelleborg Phønix manufactures bitumen based roofing material and has over 500 distributors in Denmark and Scandinavia. The yearly turnover is approx. 250 million Danish Kroner, and the company has approx. 100 employees.

Primary responsibility:

Increase the product assortment and monitor the market. Budget planning, pricing, identification and negotiation with new suppliers, training of the sales staff.

Results:

Identified and negotiated agreements with suppliers for delivery of new products within the product range. Suppliers were sourced in many countries including Germany, Scandinavia, UK, China, Slovakia and Poland.

Lead the development of concept with the following components: sub-roofing, vapour barrier, wind barrier, and accessories; in all a total of twelve new products.

As supporting activities the following marketing activities were planned, initiated and executed: Development of sample, brochures, installation instructions, with drawing and erection of test stand to test the product longevity.

Development and introduction of five new products

Training and technical support of sales staff

Development of commercial and technical sales material

Supervisor: Sales Director.

2004-2001 Product Manager, A/S Ribe Jernindustri
www.rio.dk

This company is the largest residential heater manufacturer in Denmark with an annual turnover of approx. 250 Million Danish Kroner. There are approx. 120 employees.

Primary Responsibility:

Develop a new business unit within the ventilation business.

Results:

As leader of the business unit I developed a concept that enabled the company to operate as a turnkey supplier of ventilation products. This concept was launched and the model is still utilized by the company today.

Identified and negotiated agreements with both national and international supplier for delivery of new products within the product assortment. The suppliers were sourced in Spain, Germany, UAE, Italy, Scandinavia, China Taiwan and India.

- Developed and launched a product group Heat Recovery.
- Developed and launched a product group Steering and Regulating.
- Developed and launched a product group Ventilators.
- Prepared product groups within piping, fixtures, pipe bends, exhaust fans and air conditioning.

Instruction and technical support of sales staff, distributors and agents.
Prepared and executed convention participation, prepared commercial and technical brochures.

Yearly increase in turnover exceeded 300%

Supervisor: Sales Director.

2001-1999 Area Sale Manager, Babcock & Wilcox Vølund A/S
www.volund.dk

Babcock and Wilcox Vølund manufactures and sales waste to energy plants and steam boiler based on patented technology. The yearly turnover is 700-800 million Danish Kroner and there are approx. 400 employees.

Primary Responsibility:

Over-all technical, economic and commercial responsibility for turn key solutions to large power producers in Germany

Results:

Built new relationships with key customers that combined exceeded a potential turnover in excess of 500 Million Danish Kroner.

Planned coordinated and lead the sale of gas fired, waste to energy and biomass fired boilers.

Supervisor: Sales Director.

1999-1997 Market Researcher, Densit a/s
www.densit.dk

The company is owned by ITW and produces special abrasive resistant cement. The product is used in environments where wear protection is necessary.

Primary Responsibility:

Preparation of a market analysis for establishing production of pipe components in USA.

Preparation of business plan for sale of pipe components to North American coal fired power plants.

Results:

Designed and executed market research in USA. The research included personal interviews with various customers in 11 states.

The results contributed to a substantial increase in turnover for the company's wear protection division in North America.

Supervisor: Business Development Manager.