

BIOGRAPHY OF:

CRAIG MARTON

Batavia, IL 60510 | 314.799.8900 | CraigMarton@gmail.com | www.linkedin.com/in/csmarton | CraigMarton.com

CHIEF EXECUTIVE OFFICER

TRANSFORMATIONAL LEADERSHIP | OPERATIONAL EXCELLENCE | ENTERPRISE VALUE MAXIMIZATION

Transformational CEO distinguished for driving cultural and operational changes, maximizing profitability, and increasing enterprise value. Expertise in lean enterprise and process improvement, delivering sustainable growth, organizational development, and successful turnarounds.

CAREER SNAPSHOT – Results-driven CEO with a track record for turnarounds and profitable growth. Grew revenue by over 50% and EBITDA \$15+M. Achieved 10+% ROS through lean/6-sigma, cost savings, market share expansion, and cultural transformation. Skilled at positioning companies for scalable growth and successful exits.

SIGNATURE ACHIEVEMENTS:

- ✓ **Operational & Cultural Transformation:** Reduced operating costs by \$6M+ in 6 months, implemented lean practices, re-built sales teams and processes, and established high-performing, accountable teams.
- ✓ **Financial Turnarounds:** Grew revenues by 50% and improved EBITDA by \$15M, turning losses into 10%+ ROS across multiple industries – automotive, industrial, consumer products, construction, business services, etc.
- ✓ **Successful Exits:** Led PE and family-owned companies through profitable and complex turnarounds and strategic exits, while reducing debt by 70%.

CORE FOCUS

Turnarounds & Value Creation | P&L Leadership | Revenue Growth & Commercial Execution
Operational Excellence (Lean / Six Sigma) | M&A & Exit Readiness
Leadership & Culture Transformation | Process Discipline & Scalability

EXECUTIVE BIOGRAPHY

Craig Marton is a transformational Chief Executive Officer and Board Member with a proven record of leading private equity-backed, family-owned, and founder-led companies through turnaround, growth, and exit readiness situations. Over more than 25 years in senior leadership, he has consistently improved performance by combining disciplined execution, cultural leadership, and commercial focus.

Craig specializes in converting underperforming businesses into profitable, scalable platforms. His career results include more than 50% revenue growth, over \$15 million of cumulative EBITDA improvement, multiple successful ownership transitions, and significant debt reduction. He is known for rapidly diagnosing problems, simplifying priorities, building accountability, and creating momentum.

Currently serving as Chief Executive Officer and Board Member of BCD, Craig leads a < \$100 million private equity-backed security hardware company specializing in custom video storage solutions for security integrators. He restored financial momentum — increasing revenue run-rate 60+% and delivering improved EBITDA margins — while successfully negotiating a lender credit amendment that preserved liquidity headroom critical to exit preparation. Craig stabilized the senior leadership team, promoted a Chief Commercial Officer, launched a company values framework, and achieved zero turnover with a 52-person organization in preparation for a successful sale/exit process. He also launched AI-driven growth initiatives and deployed three AI automation workstreams, positioning BCD as a technology-forward platform ahead of exit.

Previously, Craig served as Interim CEO and Board Member of Colony Display, where he reduced operating costs by more than \$6 million in six months, streamlined operations, and positioned the company for leadership transition and strategic growth. At TEPCO, he executed an operational turnaround, reduced costs by \$5 million, rebuilt the commercial pipeline, and restored customer confidence.

At Able Manufacturing & Assembly, Craig increased EBITDA by \$4.5 million and led the company through a successful sale. As CEO of Bancsource, he grew revenue 30% and improved EBITDA by \$7.2 million in two years while materially improving customer service and productivity. Earlier, as CEO of LMC Industries, he stabilized the business, diversified revenue streams, and reduced debt by more than 70%.

Craig began his career in progressive manufacturing and operations leadership roles with AlliedSignal, Tenneco, Purolator Products, and Hedstrom, and he is a proud United States Marine Corps veteran. He holds a B.S. in Business & Finance from Franklin University and has completed advanced training in Six Sigma, Lean Enterprise Systems, the Center for Creative Leadership, EOS (Entrepreneurial Operating System), and AI (Anthropic, Artificial Intelligence)

Craig leads by his principle of 'Excellence with Integrity' — delivering results organizations are proud of and building cultures people want to be part of

“Excellence with Integrity”

*Achieving superior performance in planning, execution & results;
while adhering to a strict, ethical code of conduct & principles.*