

Keith Weil, Partner, *Harvest Business Advisors*



As a Partner with Harvest Business Advisors, LLC, Keith has over 25 years executive management experience in public companies in the telecommunications, electronics, contract manufacturing and metals industries. Keith has held positions with Philips Electronics, AMP and Wolverine Tube including Vice President of Marketing, General Manager, President, Global Business Executive, and Senior Vice President International and Strategic Direction.

Keith brings a wealth of knowledge in the areas of manufacturing, business-to-business marketing, purchasing/logistics, commercial contracts, product development and financial management. In addition, he has hands-on experience buying, selling and operating international ventures in Asia, South America, Europe and the Middle East. Keith has led efforts in the selling of businesses, restructuring operations, opening new foreign factories, negotiating government incentives, creating dramatic improvements in working capital, negotiating billions of dollars of sales/ purchasing contracts, and the licensing of technology.

Areas of Specialization

- Strategic, Business and Financial Planning
- International Market Development
- Commercial Contracts
- Business to Business Marketing
- Restructuring Management
- Organizational Assessment and Development
- Purchasing/Logistics
- Product Planning and Development
- Hedging Strategies
- Operations Management

Education

- University of Rochester
Simon School of Business, MBA
Marketing/Finance
- Canisius College,
Buffalo, NY,
BS Marketing/Finance

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