

Finley Foster

Consultant



Contact Details:

7422 Carmel Executive
Park Drive
Charlotte, NC 28226
info@mbdi.com
704.553.0000

Finley Foster successfully served in C-Level executive positions and has extensive expertise in leading creation of Business Development-driven cultures that achieve premium growth and shareholder value.

As a Senior Business Development Consultant and Trainer with MBDⁱ, Finley is highly effective in assisting firms working in energy and federal government markets. He is adept at training and facilitation, as well as forming environments that empower individuals while enabling accountability, focus, organizational development, and Business Development strategy and process implementation.

Prior to joining the MBDⁱ team, Finley served as the Executive Vice President and General Manager at American Systems Corporation, where he created and orchestrated an ambitious business transformation plan to establish a Business Development-driven culture and dramatically increase growth.

As the Senior Vice President of Business Development for Dynamics Research Corporation, Finley generated and implemented the plan to establish a sales-driven culture for this 50-year-old public firm, as well as devised the vision and strategy for corporate Business Development and marketing.

Previously, Finley was the President and Chief Operating Officer of the Sunpower Corporation, where he supervised creation of a business plan that raised venture capital for this emerging solar energy technology company. He built relationships with inventors and investors, while establishing an international growth effort and defining overall corporate strategy.

As COO and SVP of FutureNext Consulting, Finley collaborated with the CEO and CFO to stage a turnaround and sale of a distressed GTCR Capital Partners business investment which provided IT and systems integration services to commercial clients in enterprise management and knowledge management practice areas.

Earlier in his career, Finley cofounded and served as the President and CEO of United Energy Services Corporation, a business that supported the electricity generation industry via a range of management, operational, and technical services.

Finley earned a BS in Systems Engineering from the US Naval Academy, and subsequently served as an officer on nuclear attack submarines. In 2009, he was named one of the "Top 10 Marketing Individuals to Watch" by *Washington Technology*, and is a Director and incoming-President of the Chesapeake Regional Technical Council.

