




# Richard McAdam

## M&S ADVISOR

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### SERVICES

- General Management
- Strategy Development and Execution
- Global Sales Management
- Strategic Alliances
- Mergers and Acquisitions
- Aftermarket Growth

### MARKET EXPERTISE

Oil & Gas & Energy  
Water & Waste Water



## BridgeBuilder Profile

Richard is a distinguished executive with a remarkable career spanning several decades in the industrial manufacturing sector. With a solid foundation laid during their tenure at Weir Pump LTD in the United Kingdom, where they held various technical and managerial roles, Richard quickly rose through the ranks, showcasing exceptional talent and dedication. Transitioning to prominent multinational corporations like Flowserve Corporation, ITT Corporation, SPXFLOW, and SUNDYNE PUMPS & COMPRESSORS, Richard consistently demonstrated exemplary leadership in global sales management, operations, and strategic development. Throughout their tenure, Richard has played pivotal roles in driving revenue growth, spearheading strategic initiatives, and fostering operational excellence. Notable achievements include their contributions as Vice President of Global Sales Oil and Gas at SUNDYNE PUMPS & COMPRESSORS, where they played a key role in the successful sale of the company to new owners in NYC. With a Bachelor of Science degree from the University of Strathclyde, Richard combines academic prowess with extensive practical experience, embodying a commitment to excellence and a relentless pursuit of success. As Richard continues to seek new opportunities in executive leadership positions, their proven track record and unwavering dedication position them as a formidable asset to any global industrial organization.

### IMPACTFUL RESULTS

**MANAGE \$200M SALES VOLUME IN PUMP, COMPRESSOR, AND AFTERMARKET SALES. KEY MEMBER OF A TEAM WHICH CARRIED OUT THE SUCCESSFUL SALE OF THE COMPANY TO NEW OWNERS IN NYC.**

**MANAGE SPXFLOW GLOBAL OE PUMP SALES (\$300M) AND, IN ADDITION, MANAGE ME COMMERCIAL FOR ALL SPXFLOW BRANDS (\$150M), RESIDENT IN DUBAI. DEVELOP THE ME STRATEGY FOR GROWTH THROUGH IMPROVED PROCESSES, STAFFING, AND FOCUS, INCREASING SALES.**

**MANAGE AND GROW THE GLOBAL OE PUMP BUSINESS FROM \$100M TO \$300M IN THREE YEARS WITH A STAFF OF OVER ONE HUNDRED AND FIFTY (150) SALES PERSONNEL, SEVEN (7) REGIONAL SALES DIRECTORS AND TWENTY (20) AGENTS. DEVELOP AN AFFORDABLE MIX STRATEGY TO DRIVE CONTINUOUS PROFITABLE GROWTH. WORK ON THE SALE OF CLYDEUNION PUMPS TO SPX 2011.**