

NIK ROKOP
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VISION...STRATEGY...EXECUTION

- Create and Articulate a vision and Develop a strategy for profitable growth
- Provide guidance based on successful experience of starting and growing companies
- Motivate and Lead teams through a strong customer focus
- Enhance global impact and develop new markets for existing products and services

SKILLS PORTFOLIO

35 years of entrepreneurial, management and teaching success, confirmed by measurable performance. Supported by a top tier education at the Institute of Design at Illinois Institute of Technology, and Carnegie Mellon University, with a professional engineering foundation, extensive global business success and substantial education experience. Capabilities span:

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|---------------------------|----------------------------|
| • Business Development | • Program Management |
| • Developing Curricula | • Sales & Sales Management |
| • Start-up Companies | • Executive Management |
| • Internet and IT Systems | • International Operations |
| • P&L Accountability | • Strategic Planning |
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Industry Assistant Professor of Entrepreneurship, STUART SCHOOL OF BUSINESS, IIT, Chicago, IL: January 2014 - current

- Teaching at undergraduate and graduate level; Developing and managing entrepreneurial programs **Lead and coordinate university resources to educate and support student entrepreneurs.** Develop and teach curricula, support entrepreneurial students, faculty and staff. Develop and manage a variety of programs. Enlist resources, including volunteers, funding, and partnerships.

Managing Director, KNAPP CENTER, IIT, Chicago, IL: July 2007 – December 2013

- Entrepreneurship Center **Lead and build a university resource to educate and support entrepreneurs.** Advise entrepreneurs, students, faculty and staff. Develop and manage a variety of programs. Enlist resources, including board, funding, partnerships.

Vice President, Business Development, BIAS POWER, LLC, Chicago, IL: August 2006 – July 2007

- Supplier of AC/DC power supplies **Strategic partnership, funding, & sales activities.** Part of the senior management of startup electrical component supplier. Develop international partnerships, strategic client relationships and help drive product development. Write business plan and investor presentations.

President & CEO, NLAKE TECHNOLOGY PARTNERS, LLC, Chicago, IL: Current

- Management, business development and technology commercialization group **Founded a technology commercialization partnership.** Leading an experienced multi-disciplined team committed to the growth of emerging technology companies in the Chicago area. Creating businesses through management involvement with a focus on customer applications.

General Manager, IRON DYNAMICS PROCESS INTL, Chicago, IL: May 1998 to December 2001

- Sales company for new iron-making process **Led global sales of a new iron-making process.** Managed corporate venture-funded startup. Negotiated licenses and contracts for feasibility studies. Generated strong interest by making customer and trade show presentations. Created strategic alliances for technology development.

Founder, LA PRIMA CYBAIRCAFFÉ, Pittsburgh, PA: August 1996 to December 1997

- First airport Internet café

Installed the first Internet Café in a major airport. Recognized needs of travelers to be connected; developed concept and web site. Conceived strategy for expansion and future business development and promoted to companies with large groups of travelers. Generated national publicity and interest at the Pittsburgh International Airport.

Owner and President, NRE INC, Pittsburgh, PA: September 1992 to July 1996

- Engineering services and technical training company

Founded an engineering and consulting company. Combined engineering and computer skills to create a successful startup and operation with annual revenues up to \$650,000. Designed technologically advanced equipment, managed \$23 million plant installation from concept to successful startup, and trained engineers using automated design tools; competed profitably with larger firms.

President, UNIFAB INC, Enon Valley, PA: November 1993 to April 1995

- Custom job shop manufacturer

Turned around a custom job shop manufacturing facility. Negotiated and purchased distressed custom job shop with revenues of \$1 million. Automated engineering, accounting and production control systems while adding employees and reorganizing. Renegotiated with vendors and worked with customers to increase sales 100% and achieve positive cash flow in the first year.

Executive VP, ROKOP CORPORATION, Pittsburgh, PA: June 1990 to August 1992

- Directed operation, engineering, manufacturing of global mill equipment manufacturer

VP Sales, ALLIANCE MACHINE COMPANY, Alliance, Ohio: January 1988 to August 1989

- Part of senior management team in successful turnaround; responsible for sales & estimating

Managing Director, ROKOP DAVY LTD., Stockton, England: Nov 1981 to May 1984

- Joint venture for supply of process plants in Europe, Asia, Middle East

Directed a European joint venture. Grew engineering, capital equipment supply and construction company in the UK from inception to \$15 million annual sales. Profitably developed business in Europe, Asia, China and Middle East through direct sales and by building and managing an excellent sales and production team.

Vice President, ROKOP CORPORATION, Pittsburgh, PA: June 1974 to December 1986

- Global continuous casting equipment supplier

Directed engineering, construction, sales and marketing support, customer service and project management activities of \$25 million continuous casting technology company. Achieved major market share in the US and enabled the growth of the US mini-mill industry. Led product and market development, generating new designs, patents.

Created a manufacturing base in China. Examined and evaluated manufacturers capable of maintaining US quality standards. Negotiated contracts and directed conversion of critical designs to Chinese. Expedited manufacturing led to several profitable multi-million dollar contracts and long-term relationships achieving 40% lower costs.

Adjunct Professor at IIT, **Guest lecturer** DePaul, Northwestern: 2005-2012

EDUCATION

Illinois Institute of Technology, Institute of Design, Master of Design Methods, 2012
University of Pittsburgh, BS Mechanical Engineering, 1978
Carnegie Mellon University, BS Mathematics, 1974

PROFESSIONAL CERTIFICATION, ASSOCIATIONS, AWARDS:

Professional Engineer (PA)

NSPE, PSPE, AISE, ISS

Chicago Microtechnology & Nanotechnology Community – Founding President

BIG Idea Forum - Founding board member

MITEF Chicago – Past Vice Chair

Top 100 In Technology in Chicago Award – 2002, 2012