

Paul Wuteska
1661 Legend Hill Lane
Waukesha, WI 53189

Alders of Waukesha
Waukesha Common Council

May 26, 2023

Dear Waukesha Common Council,

Attached is my resume for consideration for the position of Alder for District 9 of the Waukesha Common Council. As you will see in my resume, among other experience, I have about 17 years of experience working for Rockwell Automation in different roles roles in Project Management and Business Leadership. I mention this first because you will also certainly notice that I currently lack any experience in local government, but I believe that my experience working across a variety of roles in a large, global company has given me diverse perspectives on working with people from all walks of life in the interest of a common good (the success of our company). It is this experience, along with my desire to engage in the good of the community that I think will make me a good candidate for the council.

I have only lived in the City of Waukesha for about 2 years now, when my wife and I bought our house here shortly before the birth of our first child, but I have spent most of my life in the area, attending New Berlin Eisenhower High School and earning my Bachelor's Degree from Marquette University.

I am interested in this position because I feel that I can be an effective representative of the roughly three-thousand registered voters of District 9, have enough tangential experience to be a significant contributor to the Council, and as I stated earlier, have a desire to help the City of Waukesha address it's challenges while it continues to flourish.

I look forward to meeting with you soon.

Yours sincerely,

Paul Wuteska

PAUL WUTESKA

1661 Legend Hill Lane, Waukesha, WI 53189 · 414-554-9039
paul.wuteska@gmail.com · www.linkedin.com/in/paulwuteska

Internationally experienced business leader with a record of successful forecasting and P&L ownership, who drives margin improvement via Lean Six Sigma processes, and improves customer experience, all while supporting and developing employees in a diverse, inclusive, and engaged environment.

EXPERIENCE

OCTOBER 2021 – PRESENT

SR. COMMERCIAL MANAGER – SYSTEMS & SERVICES

ROCKWELL AUTOMATION - MILWAUKEE, WI

- Responsible for multiple teams leading >\$250M in Proposals supporting Industry & Government businesses, as well as Field Services and Networks & Cybersecurity teams
- Lead development of Sales Pursuit strategies for both Direct and Channel-led opportunities
- Set project pricing levels based on local market analysis and competitive landscape while maintaining established Margin targets per business
- Accountable to provide and deliver quarterly Orders forecast w/in +/- 5% per quarter

JUNE 2018 – OCTOBER 2021

REGIONAL BUSINESS MANAGER, FIELD SERVICES

ROCKWELL AUTOMATION - MILWAUKEE, WI

- Profit and Loss (P&L) responsibility for \$50M services business, driving YOY productivity
- Development and implementation of 5-yr business strategy to align with higher level business targets, including development and roll-out of new career streams for team members
- Sponsored and piloted productivity projects that were later rolled out globally
- Engage with employee resource groups to drive Diversity, Equity, Inclusion & Engagement

MARCH 2016 – JUNE 2018

MANAGER, PROJECT MANAGEMENT TEAM – EUROPE, MIDDLE EAST, AND AFRICA

ROCKWELL AUTOMATION - KATOWICE, POLAND

- Manage a distributed team of project managers with responsibility for execution of \$50M of LV and MV solution-based projects, including 3rd party support
- Develop strategy to meet yearly AOP goals, including revenue, and improved customer satisfaction, including tracking repeat business, and developing issue-to-resolution process
- Support sales process by participating in win strategy calls, visiting customers to present our processes and capabilities, and providing input on high-complexity pursuits

SEPTEMBER 2013 – MARCH 2016

GLOBAL MANAGER, APPLICATION ENGINEERING AND PROJECT MANAGEMENT

ROCKWELL AUTOMATION - MILWAUKEE, WI

- Lead \$40M global execution team distributed throughout Americas, Europe, and Asia Pacific
- Implemented projects to improve revenue by 16% YOY and increase standard margin by 8 pts
- Developed and implemented a monthly operating cadence between Engineering, Operations, and Sales teams to successfully operate a global business

AUGUST 2011 – SEPTEMBER 2013

ENGINEERING MANAGER

ROCKWELL AUTOMATION - KATOWICE, POLAND

- Lead application engineering teams for both low voltage and medium voltage businesses with responsibility for \$30M in projects per year and 50% YOY growth in LV segment
- Developed and managed key metrics to show engineering results, utilized data to identify improvement projects and determine employee training plans

MARCH 2008 – AUGUST 2011

PROJECT MANAGER / ENGINEERING TEAM LEADER

ROCKWELL AUTOMATION - MILWAUKEE, WI

- Complete project management of customer orders for emerging product line in a global business, including quoting, confirming specifications, cost/margin analysis, manufacturing support, customer inspection & testing, and post-shipment support
- Lean Six-Sigma Greenbelt Certification – one-year hard savings of 760k

JULY 2006 – MARCH 2008

APPLICATION ENGINEER

ROCKWELL AUTOMATION - MILWAUKEE, WI

- Design/manage projects ranging from \$10k to \$1.5M totaling over \$6M / year

JULY 2005 – JULY 2006

PRODUCT ENGINEER

MAGNETEK POWER CONTROL SYSTEMS - MENOMONEE FALLS, WI

- Design custom radio control systems for complex material handling systems

EDUCATION

2005

BACHELOR OF SCIENCE DEGREE, ELECTRICAL AND ELECTRONICS ENGINEERING

MARQUETTE UNIVERSITY - MILWAUKEE, WI

SKILLS

- Business Management
- Profit and Loss (P&L) Ownership
- Change Management
- Global Leadership
- Distributed Team Management
- Cross Functional (Matrixed) Leadership
- Diversity, Equity, Inclusion, & Engagement
- Organizational Design/Planning
- Talent Planning & Development
- Lean Six Sigma Greenbelt Certified
- Process/Productivity Improvement
- Project Management

RECENT VOLUNTEERING

- United Way - Project LEAD – 2023 Cohort
- United Way - Partnership MKE – 2021-2022 Cohort
- Rockwell Automation Employee Resource Groups
- Discovery World (various via Rockwell Automation)