



Tom Williams

(312) 578-1400

twilliams@andrewsadvisorygroup.com

Professional Experience

Tom Williams is a seasoned professional manager whose innovative problem-solving skills and straightforward leadership style foster creative and efficient management solutions. His extensive experience includes orchestrating workouts and restructuring plans that maximize recovery for all stakeholders.

Tom's career experience includes:

- As Vice President and Portfolio Manager for GE Commercial Finance, Tom managed \$1 billion of large performing and non-performing investments, within a variety of industries.
- Tom was an Executive Vice President of PhoenixCor, Inc., a commercial finance company with a significant concentration in the printing, plastics, packaging, and biotechnology industries. As president of PhoenixCor's leasing division, Tom grew the Company from \$50 million in annual sales to \$450 million in annual sales. PhoenixCor led the printing industry in lending when it was purchased by GE Capital.
- As Vice President and National Sales Manager for U.S. Concord Inc., a multinational finance and leasing Company, Tom established the stateside sales force and increased its revenues to about \$250 million before the Company was sold to HSBC.
- As a Managing Director for DoveBid, Inc., Tom expanded the Company's valuation services practice with money center banks, hedge funds, private equity funds, and non-traditional lenders.

Education

Tom earned an MBA from the University of Chicago Booth School of Business. He received his bachelor's degree in printing management from the Rochester Institute of Technology in New York.

Tom was on the advisory board of New York University's Master's Program in Graphic Communications Management and Technology and he has served as an adjunct professor there.

Tom has been actively sought out for speaking engagements with organizations across many industries, including the Equipment Leasing Association, Printing Industries of America, National Association for Printing Leadership, Society of Plastics Engineers and Rochester Institute of Technology Industry Advisory Committee.

Tom currently lives in coastal North Carolina, where he enjoys boating and playing golf.