



# Darlene Kober

## Principal

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- Darlene Kober is a growth-oriented commercial leader with more than 25 years of experience accelerating profitable growth in high-performance, high-expectation organizations. Combining her commercial acumen with an engineering background, she provides her clients with the necessary processes and skills to realize transformational growth that accelerates profitable revenue increases, drives share gains, reduces costs, and improves profitability.
  - Darlene has both P&L and functional leadership experience with Fortune 200 multinational corporations including: Danaher Corporation, Baxter Healthcare, Morton International, and Air Products & Chemicals. Most recently, and prior to joining *NEXT LEVEL* Partners®, LLC, Darlene was SVP at MW Industries, Inc, where she led the commercial excellence processes for this \$500M private equity owned industrial manufacturer. She has also led the commercial functions for multiple PE-owned manufacturers as an interim management consultant.
  - Darlene has developed and executed several advanced Commercial Excellence/Growth Tools as both a process owner and as a facilitator with companies in diverse industries such as medical devices, industrial manufacturing, chemicals, and process equipment. In addition, she is highly skilled and experienced leading the implementation of the Strategy Deployment Process (SDP).
  - Samples of her leadership include growing revenues at 3X the market; 20-50% top-line revenue increases; price increases of 15%; and gross margin increases of  $\geq 8$  points.
  - Darlene holds an MBA in Marketing and Management from The Kellogg School of Management at Northwestern University and a BS in Chemical Engineering from Bucknell University.
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