



Background

- Banking
- Manufacturing
- Plastic Injection Molding

Paul Dhruvan - *BBK Southfield*

Paul assists clients with commercial banking, advice on mergers and acquisitions and public/private placements of equity and debt. He has extensive operations experience with plastics and automotive components manufacturers.

Professional Experience

Prior to joining BBK, Paul was an Associate Investment Banker for KeyBanc Capital Markets of Cleveland, Ohio. In this role he was actively engaged in assisting industrial clients in all phases of acquisitions, divestitures, debt capital markets and equity capital markets transactions. His responsibilities included financial analysis of companies, market analysis and deal execution. While there, he identified strategic acquisition candidates for a middle-market clients and acted as sell-side advisor for the divestiture of a non-core custom plastic molder.

As Business Manager for Deluxe Pattern Company, he was responsible for overall business profitability of an automotive tooling and engineering services company with over 300 employees. While there he developed a detailed financial forecast model used in the Chapter 11 reorganization and coordinated the 363 sale process interface with creditor-appointed board of directors, restructuring advisors, investment bankers, forensic accountants and legal counsel.

While serving as Program Manager for Venture industries, he led cross-functional teams to launch production of multiple automotive body panel programs – including Cadillac XLR, Chevrolet Corvette, and Ford T-Bird.

At Douglas Corporation he served as Project Engineer and led the QS9000 certification process for a 32 press injection molding facility; he also ensured compliance with EPA hazardous waste and air emission regulations.

As a Manufacturing Engineer at Ford Motor Company's Plastic and Trim Products Division he managed a \$7.4M tooling program for tail light assemblies, achieved on-time production launch and exceeded budget objectives. In 1997 he earned Ford Motor Company's Customer Driven Quality Award of Recognition.

Education and Certifications

- Master of Business Administration – Ross School of Business (University of Michigan)
- Bachelor of Science/Mechanical Engineering – Case Western Reserve University