

Gary E. Corbin

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Mr. Corbin serves as President and Chief Financial Officer of iWorker Innovations and also serves as Chief Financial Officer for iWorker Holdings, LLC and IPSE-US. He has enjoyed a functionally well-rounded 35+ year career in senior leadership and management roles. He has experience across several industries with organizations both small, medium and large. His experience spans both corporate and partnership multi-matrixed models in private and publicly traded companies, with companies of a national, international and truly global reach.

Mr. Corbin's career includes experience in strategic and business planning, corporate development, strategic major account sales, marketing, alliance partner development and management, industry relations, public relations, media relations, finance & accounting, organizational development and various administration functional areas, including HR (including employee benefits), IT, risk management, and procurement. His professional background includes senior leadership careers in banking, international automotive manufacturing, management consulting, computer training and professional services in the accounting, tax and related consulting industry (including industry focus in automotive, industrial equipment, healthcare [provider & payor], state & local government, utilities, financial services, travel & transportation and entertainment).

Recently Mr. Corbin has been a freelance consultant providing strategy, corporate development and other professional services to clients including, the largest independent transportation proving grounds in the U.S., and a professional services firm providing Engineering and IT Staffing and related consulting services to the Healthcare, Banking and Automotive industries.

For 12 years prior to his consulting business, Mr. Corbin served as Managing Director of Accenture's Global Automotive Practice, as well as leading its sales, marketing and community efforts in the Michigan and Toledo, Ohio marketplace. He served as lead sales professional on many of its global automotive OEM and Tier 1 suppliers and the largest non-automotive account relationships, including utilities, healthcare and industrial equipment companies. Gary's responsibilities included strategic target account assessment, account strategy development, executive relationship development & management, opportunity creation and/or identification and assessment, proposal and presentation development and/or coaching and/or mentoring, and client executive satisfaction management throughout the sales cycle and beyond. Gary was also instrumental in supporting Accenture's marketing efforts and was the firm's market-facing leader from a public relations, government relations and media relations standpoint, including television, radio and print relationships perspective. He developed and lead the firm's first formal Alliance Partner Program in the marketplace across industries, accounts and service offerings.

Prior careers included responsibilities as a bank officer, Chief Financial Officer, Regional V.P. of Sales (5 states), and Managing Director of Business Development

Gary is a Lifetime Member of the Detroit Economic Club and served as Chairman of the Membership Committee and serves on the Advisory, Nominating, and the Speakers' Reception Committees.

Gary is also active in the Detroit Regional Chamber and served for several years as a member of their Detroit Regional Economic Partnership Advisory Board. He is also a 19 year participant in the Detroit Regional Chamber's Mackinac Policy Conference. Gary is a graduate of the Chamber's Leadership Detroit Class XXVI and also served for six years as Chairman of the Chamber's multi-modal transportation initiative named Translinked, which spanned the U.S. and Canada, two states, multiple counties, cities and other jurisdictions.

Gary is an active member of the Marketing & Sales Executives of Detroit organization, and served as its President and Treasurer and on its Board of Directors for several years. He is a member of the Detroit Athletic Club and has participated on the Finance, Membership Development, Facilities and Technology Committees. He is also a former 31 year member of the Country Club of Detroit and served as Vice Chairman of the Membership Development Committee for four years.

Gary also serves the community through his leadership roles as a member of the Finance Committee for the Detroit Riverfront Conservancy, as a student Partner with Cornerstone Schools, and continuing involvement and support of Focus:HOPE, the YMCA of Metro Detroit, The United Way of Southeast Michigan, Junior Achievement, Habitat For Humanity, and was also the former Chairman of the Board of the MINDS non-profit organization.

Education

- Ohio Wesleyan University, Delaware, OH
 - BA, Economics Management & Accounting
- Wayne State University, Detroit, MI
 - Graduate Coursework towards MBA
- Association for Investment Management and Research, Charlottesville, VA
 - Studies & Training towards Chartered Financial Analyst Designation

Relevant Experience

- National Bank - Manager of bank branch operations and sales calling efforts on corporations and high net worth individuals and non-profits in the metropolitan Detroit marketplace.
- International Automotive Supplier - Chief Financial Officer responsible for strategic planning, organizational development, corporate relocation finance, mergers & acquisitions, information technology, administration, risk management, employee benefits, union negotiations and relations, and relationships with bankers, lawyers, accountants, insurance carriers and governmental entities.
- International Bank – Officer responsible for sales development for the Corporate and Institutional Trust Division serving the Fortune 500 corporate marketplaces primarily in Minnesota, Wisconsin, Illinois and Michigan with some select targeting in Texas, southeast U.S. and Canada. Responsibility included target market analysis, sales plan development, executive relationship development and management, internal sales and marketing to other bank officers who could serve as referral sources, and external professional referral development.
- Statewide Computer Training Company – V.P. of Sales & Marketing for a multi-location (5) sales and marketing organization serving the corporate and individual marketplaces. Developed and managed a 65 person sales organization and a 4 person marketing department. Developed an effective Major Accounts Program and a Key Accounts Program focused on the Fortune 500 marketplace selling multi-year multi-million dollar contracts.
- Big Five Professional Service Firms (2) – Director – New Business Development and Client Satisfaction. Responsible for sales strategy, global account development and management, key account development, customer relationship management technology selection and deployment, and served as the Director of the firm's Political Action Committee. Also lead the initiative for integrating the sales and marketing efforts of the firm for the marketplace. Also developed and maintained both automotive and non-automotive industry association and media relationships as well.
- Global Consulting, Technology and Outsourcing Company – Regional Vice President of Sales for the e-commerce line of business. Responsible for sales and marketing strategy development, hiring, training and management of the sales force, major account development and management and community relations. Responsible for the integration of this line of business with two other lines of business during major account pursuits.