

Andrew Lombardo

312-263-4747 | lombardo.andrew@gmail.com | [LinkedIn](#)

SUMMARY

Technology and Product Executive with over eighteen years of experience and an expertise in strategic leadership, and product and technology team development and management. Focused on utilizing an expertise in research, product development and commercialization, patent applications, and acquisitions to scale technology and product driven organizations toward their goals.

PROFESSIONAL EXPERIENCE

Technical Director

AquaGuidance, January 2017 - Present

- Lead and coach the Research and Development (R&D) team. Manage and develop annual budget and capital expenditures, standard operating procedures, new product development to support key partners and strategic vision, oversight of the product life cycle, resource management, and project planning. Ensure the achievement of organizational objectives and goals.
- Provide subject matter expertise and thought leadership on the industry and products for senior leadership and serve as the primary spokesperson for audiences globally. Currently involved as the technical expert for investor presentations and all patent discussions.
- Collaborate and guide Sales and Commercial teams to forecast client volume, and sales potential, adapt market strategies to needs, coach to build capabilities, and set, achieve, and exceed monthly, quarterly, and annual revenue goals. Advise on improving contract development, negotiation, and management of key accounts.
- Conduct all sourcing, hiring, training, and coaching for the organization. Work with the CFO to develop market competitive comp offers to attract and retain critical talent.
- Research potential and current customer needs and market trends to identify gaps and patentable product and technology opportunities.

Consultant - Technology, Operations, and Finance

Didactic LLC., 2016 - Present

- Technical subject matter expert, advisor, and consultant to set product directions and roadmaps. Role has also included data and cash flow analysis, automation and process improvement of billing services, development of smart spreadsheets, 3D design work, with a strong focus on topics such as carbon usage, fiber and other filtration related expertise.
- Sample clients: Hollywood Hot Glass, Celebrity X Cruise Lines, Kismet Consulting Services, Black Sail Consortium, Guidepoint. Industries: carbon usage, fiber and other filtration related expertise, Retirement, Crafts, Leadership and Executive Coaching

Director of Development

Atum Services, November 2015 – January 2017

- Established and managed a research, product development, and testing laboratory.
- Managed laboratory set-up from start to launch; operations and facility requirements (zoning, remodeling, electrical, plumbing, specification, and purchase of testing equipment), and people needs (sourcing, interviewing, hiring, training, benefits, etc.).

Andrew Lombardo

312-263-4747 | lombardo.andrew@gmail.com | [LinkedIn](#)

- Oversaw all product development activities; competitive research, strategy, roadmap, planning, and development to ensure the company met short and long-term goals.
- Worked closely with the executive level team to develop strategies and technology plans for short term and long-term growth. Identified product and technology gaps to address needs and established research plans to develop technical capabilities to develop the desired products.
- Conducted technology analyses and made critical strategic decisions regarding outside vendors and potential clients.

Principal Research Scientist

KX Technologies LLC, July 2007 - October 2015

- Managed all research projects; focused on nanotechnology, nanofiber, colloid, and nano-particulates as well as surface functionalization of materials.
- Oversaw all areas of research related product development from experiments and scale up of projects to commercial products. Included budget, expense planning, and capital expenditure management. Worked directly with the VP of R&D.
- Evaluated approximately 30 companies and 45 emerging technologies for potential partnership or purchase/acquire. Involved site visits, market research, investigative due diligence, stakeholder meetings, and executive level presentations and negotiations. Resulting in, internalizing 15 + products and technologies.
- Led and developed a Research and Development team (research assistant, research scientists, senior research scientist, principal research scientists, analytical chemist, and interns). Conducted regular one-on-ones, provided feedback, and coached the team toward the achievement of research and product goals.

Chemical Engineer

KX Industries LP, July 2003 - July 2007

- Lead Engineering Manager on small to major multi-million-dollar projects; involved research, development, design, and scale-up of nanofiber media.
- Managed and grew a team of six engineers. Developed, inspired, and retained a team through leading by example increasing productivity and engagement.
- Technical advisor for multiple acquisitions. Oversaw the technology transfer from KX Industries to KX Technologies with the sale of KX Industries to the Marmon Group (eventually to Berkshire Hathaway). Responsible for all technology presentations and innovation programs.

EDUCATION

Master's (MA), Applied Physics, Concentration in Nanotechnology and Material Science, Southern Connecticut State University, December 2014.

Master's Business Administration (MBA), Concentration in Business Policy and Strategic Leadership, University of New Haven, April 2009.

Andrew Lombardo

312-263-4747 | lombardo.andrew@gmail.com | [LinkedIn](#)

Bachelor of Science (BS), Paper Science and Engineering, State University of New York, College of Environmental Science and Forestry, December 2003.

Special Training and Short Courses

- Columbia University: Carbon Nanotube Science and Technology Course, December 2011.
- Duracell - Battery design
- Quality Performance Services - Innovation for Growth, Value Stream Mapping
- University of Connecticut - Statistical Design of Experiments, Polymer Nanocomposites
- Marmon College - Accounting for Managers, Managerial Efficiency
- Rockhurst University Continuing Education Center - Essential Skills of Dynamic Public Speaking

PROFESSIONAL AFFILIATIONS AND MEMBERSHIPS

- Nanotechnology Joint Task Group - NSF International
- P244 Protocol Joint Task Group - NSF International
- pH 8.5 Lead Removal Task Group - NSF International
- Sports Bottle Testing Task Group - NSF International
- Science Committee - Water Quality Association
- Advisory Board - Connecticut State Colleges and Universities, Center for Nanotechnology

KEY SKILLS

General: Acquisitions, Business Development, Commercialization, Executive Leadership, Coaching, Lab Development and Management, Product Development, Research, Risk Mitigation, Technology

Tech: Arduino and Raspberry Pi controllers, Microsoft Office Suite, Lightwave 3D, Solidworks, Sketchup, FreeCad, Photoshop, Gimp, Reason, CNC programs, HTML, C++, Automation programming, Outlook, ERP, Power BI

Scientific Analysis: GC-MS, ICP-MS, AA-MS, TGA, TOC Analysis, Porometry, BET surface analyzer, Electron Microscopes, Fibermetric software, Zeta surface charge analysis, bacteria/viral analysis.

PUBLICATIONS AND PRESENTATIONS

- Innovation in Manufacturing; Presented at the New Haven Manufacturers Association in New Haven, CT
- Treating Carbon for Purification; Presented at the 2013 International Carbon Conference in Pittsburgh, PA, presentation available at: <http://youtu.be/oG84lWatHl4>
- Heavy Metal Precipitation at pH 8.5; Presented at the 2013 NSF International Joint Committee in Ann Arbor, MI

Andrew Lombardo

312-263-4747 | lombardo.andrew@gmail.com | [LinkedIn](#)

- Designing Filtration Systems to Remove Heavy Metals from Water; Presented at the 2013 Connecticut Microelectronics and Optoelectronics Consortium at Yale University
Presentation available at: <http://youtu.be/ZTk3Yv6qIH0>
- Designing Filtration Systems to Remove Heavy Metals from Water; Published in the International Journal of High-Speed Electronics and Systems 2014
- Filter Formula: Testing and developing a lead-reduction filter for gravity pitchers; Water Quality Products June 2012
- Small Spaces, High Filtration; Water Quality Products, October 2008

PATENTS

- Uses of Fibrillated Nanofibers and the Removal of Soluble, Colloidal and Insoluble Particles from a Fluid: US 8002990
- Method of Making a Filter Media with an Enriched Binder: US 8622224
- Carafe Filter Housing: USD717912
- Method of Making a Filter Media with an Enriched Binder (continuation): US 9289702
- Formation and Immobilization of Small Particles by Using Polyelectrolyte Multilayers: US 9718013
- Carafe Filter with Air Lock Prevention Feature: US9849407
- Carafe Filter with Air Lock Prevention Feature (continuation): US10335717
- Filtering Container: US 10272371
- Electrostatic Removal of Colloidal, Soluble and Insoluble Materials from a Fluid: US10376900
- Porous Filter Media: 20200407240
- Filter and Filter Media for Removing Organic Acid from Water: 20200407239
- Process for Forming Porous Filter Media: 20200406178
- Electrostatic Removal of Colloidal Soluble and Insoluble Materials from a Fluid (continuation): 20190344289
- Water Filtration System: 20190126174
- Reverse Flow Carafe Filter Cartridge: 20160059155
- Filter Media for Gravity Filtration Applications: 20150014240
- Two-Stage Filter for Removing Microorganisms from Water: (20210171359A1)
- Sorbent to Remove Heavy Metals from Water (unpublished)