



Will O'Brien

J. D. Suffolk University Law School

M.B.A. University of Albany

B.S. LeMoyne College

Will is an experienced business executive, change agent, entrepreneur, consultant, educator and attorney. He is an Executive-in-Residence at Clark University Graduate School of Management, Lecturer for Johns Hopkins University Environmental Studies Department, Massachusetts Maritime Academy as well as for Benedictine University's Asia Institute. His courses include: decision-making, eco-entrepreneurship, energy management, operations management, organizational change management, project management and sustainability consulting & management.

He has 40 years experience in starting businesses, creating new organizations and managing P&L responsibility for global operations resulting in consistently high financial performance. Experience includes: marketing management for computer systems and services, technical support, operations, supply chain management for multi-vendor service delivery, establishment and management of a non-profit organization and a small law practice. Much of his professional career has been in leadership positions for worldwide organizations and addressing strategic issues and consulting with executives from global companies in various industries.

After serving as a U.S. Naval Officer in Viet Nam, Will spent a year traveling around the world. At Honeywell Information Systems, Will managed Finance & Administration at a large field sales office. In 1972, Will joined Digital Equipment Corporation (DEC), now part of Hewlett-Packard, and worked for the company for 25 years in various management and executive positions. He left DEC, 1978-80, to serve as Director of Customer Service for Data Printer. Returning to DEC in 1980, he managed a mini-computer systems business for the Laboratory Data Product Line and achieved aggressive growth goals. From 1985-90, Will was responsible for worldwide marketing operations for DEC's Services Division (revenue = \$2.6B) and served as a member of the executive team. In the early 90s, he established DEC's Marketing University focused on development and education of 3,000 marketing professionals worldwide. Subsequently, he led the rebuilding of DEC's Worldwide Sales and Partner Training organization.

Upon retiring from DEC, Will worked as a consultant for Kana, Inc. responsible for helping large national and global corporations implement Internet technologies to: improve customer responsiveness, reduce costs and increase productivity of their service operations.

Since the mid-70s, Will has been a regular contributor to his local community and church. In 2007, he began to concentrate on enabling current and future leaders to become environmental stewards. He is currently the Director of the Worcester Sustainable Business Leader Program; and member of the Board of Directors, Sustainable Business Network of Greater Boston. .

Starting in the summer of 2012, he will teach management courses in Vietnam as part of Benedictine University Asia Institute's Executive Education program. At the same time, he will conduct Green Business Workshops to help Vietnamese businesses reduce their operating costs, improve their business practices and reduce their environmental footprint.

Will has been married to Kathleen for 42 years. They have three children and seven grandchildren and live in Stow, MA.

Websites:

<http://sbnboston.org/>

www.sustainablebusinessleader.org

www.greenprof.org