

E. John Saleeby

Columbia, SC

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PROFESSIONAL SUMMARY

- Since 2018** **Treetop Growth Advisors, LLC** – Principal, consultant providing advisory and educational services related to corporate strategy and growth via acquisitions, partnerships and organic approaches – particularly applied in areas of the distribution grid, industrial and data center electrification, and industrial automation, as well as graduate level academic courses.
- Deep commercial experience in industry, automation, energy, electrification and power grids
 - Active strategy and growth advisory engagements to corporate development leaders in industrial companies and start-ups, as well as to consulting and private equity firms
 - Certified Merger & Acquisition Advisor
- 1988 – 2018** **ABB Inc.** – A ~28 BUSD publicly traded global leader in electrification and industrial automation
- 2005 – 2018** **Vice President, Corporate Business Development, North America** (~10 BUSD region)
- Driver of growth plans across 20+ business units in 5 divisions, including individual BU strategies, collaboration, large project capture teams, acquisitions and external partnerships
 - Cross-business strategic initiatives focused on opportunities such as e-mobility, data centers, smart grid, wind, solar, energy storage, oil & gas value chain, and food & beverage industries
 - Engaged in planning, diligence and integration for multiple large acquisitions including Thomas & Betts (\$4B), Baldor (\$4B) and GE Industrial Solutions (\$2.6B)
 - Project manager for smaller acquisitions and divestments
 - Instructor for ABB leadership development courses and strategic growth workshops
- 1988 – 2004** Various progressive roles at ABB Power Transmission & Distribution (T&D) Company at Corporate and Business Unit level
- Strategic growth and acquisitions in US and Canada as Business Development Manager, North America Power Products Division and ABB Power T&D Company
 - Multiple special assignments to ABB Corporate M&A (Zurich) for global acquisition activities
 - Member, North America Technology Board, ABB Innovisions business incubator
 - Special assignment as VP Business Development for fuel cell subsidiary / incubator
 - Vision 2020 ABB Ltd. corporate strategy representative from U.S.
 - Industry Sector Market Development Manager for ABB Power T&D Company
 - Responsible for transformative product launches

ACADEMIC RESPONSIBILITIES

- Since 2014** **Darla Moore School of Business, University of South Carolina**
International Business Department
- Adjunct Professor (2014 – present)
 - Sonoco Visiting Fellow (2026)
- On-going** Volunteer guest speaker for various courses and student organizations
Support for various school & faculty initiatives, MIB mentorship program, intern engagements
- 2026** **BADM 790: Special Topics in the Global Energy Industry**
- Creating and delivering inaugural course for MBA students in energy and electrification
 - Building participation from across USC colleges, industry, NGOs and government leaders

E. John Saleeby (page 2)

- Since 2016 **IBUS 735: International Mergers & Acquisitions** (for all MBA Programs)
- Strategy development, M&A objectives, rationale and target selection, transaction process, valuation, negotiation, diligence, contracts, regulatory/compliance, integration planning and acquisition project management
- 2014 & 2015 **MGMT 750: Capstone Course in Corporate Strategy** (for International MBA Program)

RELATED RECENT ACTIVITIES

- 2020 – 2023 Benedict College, Burroughs School of Business, member of **Business Advisory Board**, student mentor
- Since 2021 Volunteer with local area start-ups via MentorSC and other relationships
- 2021 – 2022 Marks, Kenneth H., et al. *Middle Market M&A, 2nd Ed.* Wiley (2022) USA
Contributor and reviewer for text on Corporate Development and Cross Border transactions

MILITARY

- 1972 – 1995 U.S. Air Force (retired) Lt. Col**
- Navigator, Instructor, Flight Examiner on Active Duty
 - Weapon Systems Officer at Nevada Air National Guard
 - Bioenvironmental Engineer, South Carolina Air National Guard and USAF Reserve

EDUCATION

- Various ABB corporate leadership programs at Fuqua School of Business, Duke University
- 2008 Merger & Acquisition Advisor Course, Loyola University – Chicago
Certified Merger & Acquisition Advisor
- 2006 Merger & Acquisition Course, Capstone Strategic / American Management Association
- 1990 MBA, University of South Carolina
- 1972 BS Electrical Engineering, Duke University

PROFILES

- LinkedIn <https://www.linkedin.com/in/e-john-saleeby-393a807/>
- USC https://sc.edu/study/colleges_schools/moore/directory/saleeby_john.php