

Bart Tessel
Vice President of Business Development and Strategic Initiatives

Bart Tessel began his career at **ABB OPTICAL GROUP** as Director of Supply Chain Solutions in 2009 and was later promoted to Director of Strategic Relationships before his appointment in 2012 as Vice President of Strategic Business Development.

As Vice President of Business Development and Strategic Initiatives, Bart oversees the direction of ABB's strategic customers and prospects through distributor solutions, supply chain and technology services. He leads a team of business development and account management professionals that translate how ABB's value proposition can impact an optical retail chain, doctor alliance, group purchasing organization or optical manufacturer's profitability and identify, organize and focus the resources required to affect the sale. Bart's team is responsible for managing the sales pipeline, solutions design and the success of the relationship with strategic customers.

During his tenure at **ABB OPTICAL**, Bart has been responsible for development and business growth based on the company's supply chain offerings, including the third party logistics program for Bausch & Lomb. Bart also led the implementation and subsequent development of Luxottica programs for Pearle Vision franchisees and LensCrafters affiliates.

Bart began his career in supply chain management operations, managing a large DHL distribution center for apparel and fashion customers including Polo-Ralph Lauren, Calvin Klein, Liz Claiborne and Columbia Sportswear. He then moved to the global business development organization at DHL Supply Chain to manage global telecom giant Nokia in Dallas, where he later managed the commercial process and successful startup of a U.S. distribution network in 2003. In 2004, he moved to Plantation, Florida, to lead the DHL business development team for third party logistics and outsourced supply chain services.

Bart is an alumnus of NHTV Breda University in Breda, The Netherlands, where he earned a Bachelor of Science degree in international logistics and transport management. He also holds a Lean Six Sigma Black Belt Certification and participated in the DHL International Business Leadership Program in Prague, the DHL Executive Development Program, and the DHL Management Development Program in Switzerland and Spain.

Bart is a volunteer with Junior Achievement and is a member of the Council of Supply Chain Management Professionals and Vistage International, a peer-to-peer membership organization for CEOs, business owners and executives of small-to mid-size businesses.