

RONALD C. WILLIAMS

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STRATEGIC ADVISOR - GLOBAL CORPORATE DEVELOPMENT & MERGERS AND ACQUISITIONS

Global corporate development and M&A executive with 20+ years leading acquisitions, divestitures, joint ventures, licensing, and equity investments across a broad range of industries — energy, healthcare, consumer products, industrial services, and building products — with \$1B+ in closed transactions across 25+ countries. Particular depth in energy and environmental technology M&A, built during his tenure leading business development for GE Energy. Builds and leads cross-functional deal teams and translates board-level strategy into executed, integrated transactions. Currently serves as the instructor for the graduate course in International Mergers & Acquisitions at the Darla Moore School of Business, University of South Carolina.

- Cross-Industry M&A: Energy, Healthcare, Consumer & Industrial
- Cross-Border Joint Ventures & Divestitures
- Team Development & Corporate Governance
- Energy & Environmental Technology M&A
- Deal Execution & Integration Leadership
- Board & C-Suite Advisory

PROFESSIONAL EXPERIENCE

UNIVERSITY OF SOUTH CAROLINA, Columbia, SC

Current

Adjunct Professor — *Course Instructor, International Mergers & Acquisitions*

Serve as instructor for the graduate course in International Mergers & Acquisitions, drawing on 20+ years leading cross-border M&A, joint ventures, and integration across the energy, industrial, and consumer sectors.

BREAKTHROUGH SOLUTIONS, LLC, Atlanta, GA

2024 – Present

Founder and Managing Director

Provide independent consulting and advisory services to small to mid-market companies, as well as private equity investors for specialized needs or with limited resources to execute on strategic /operational pain points.

MASONITE INTERNATIONAL, Tampa, FL

2022 to 2024

Head of Corporate Development

Oversaw corporate development activities: including mergers and acquisitions, equity investments, divestitures, and inorganic strategic efforts (~\$3B Rev. Public Company).

- **Led two strategic acquisitions totaling ~\$650M, expanding platform and critical component capabilities.** Directed portfolio assessment of Architectural BU, resulting in successful transaction closure in spring 2024.
- **Developed initial equity portfolio in collaboration with technology leadership.** Led investments in door technologies and established a framework to guide future platform-level investment strategy.
- **Established operating rhythms to align executive leadership and drive M&A execution.** Led monthly platform reviews with CEO and C-suite, tech reviews with CTO, and regular BU touchpoints. Evaluated and implemented M&A software to support deal sourcing, diligence, and integration

BREAKTHROUGH SOLUTIONS, LLC, Atlanta, GA

2018 to 2022

Founder and Managing Director

Provide independent consulting and advisory services to small to mid-market companies, as well as private equity investors for specialized needs or with limited resources to execute on strategic /operational pain points.

REPUBLIC SERVICES, INC, Atlanta, GA

2016 to 2017

Area Director, Business Development

Managed merger and acquisitions, integration, and strategic market planning efforts to drive profitable revenue / infrastructure additions in Southeast Area Group (~\$1.2B Rev./20 Business Units / over 30 different segmented markets).

- **Drove ~\$50M in new revenue through evaluation and integration of three portfolio additions in Louisiana.** Executed strategic acquisitions and divestitures in Georgia and Alabama; built and managed a strong regional opportunity pipeline.
- **Led strategic market planning across 20 BUs and 30+ markets, developing prioritized investment action plans.** Collaborated cross-functionally with GMs, Finance, Sales, and Ops; drove margin improvement through "Deep Dive" in underperforming market, implementing "Up or Out" strategy to lift margins to ~15%.
- **Managed infrastructure and real estate investment process, enabling key strategic expansions.** Delivered critical landfill expansion in Florida (~20 years of added airspace) and secured essential real estate in Louisiana, establishing visibility into future investment needs.

BREAKTHROUGH SOLUTIONS, LLC, Atlanta, GA

2012 to 2016

Founder and Managing Director

Provided strategic advisory and transaction support to mid-market companies and investors. Guided M&A and growth initiatives, including IP monetization strategy for CP&G client and global expansion plan for industrial services firm, projecting 20% revenue growth.

THE COCA-COLA COMPANY, Atlanta, GA

2007 to 2012

Group Director, Mergers and Acquisitions

Led M&A strategy and execution across Africa, reporting to EVP of M&A. Partnered with Group and BU leadership to identify, analyze, and prioritize acquisition targets across key regions. Led Joint Venture and M&A activity across Africa for beverage platform expansion. Built and managed JV with 4 South African bottlers, overseeing investments and operations. Executed 5 strategic transactions, including asset divestiture in Zimbabwe and acquisitions in South Africa and Nigeria. Evaluated 100+ opportunities across the continent. Developed decision-making frameworks and led training for corporate and in-market teams.

THE GENERAL ELECTRIC COMPANY, Atlanta, GA

2001 to 2007

Business Development Director (GE Healthcare) / Manager (GE Energy)

Led executive strategy and business development for \$4B+ in business units across two GE Divisions. Drove inorganic growth strategy, managed BD teams, and led cross-functional deal execution. Oversaw major transactions, including GE Healthcare's first China acquisition in years and equity portfolio for Clinic Systems & Interventional Surgery. Directed initial 6-month integration of a public company acquisition for GE Energy.

ADDITIONAL RELEVANT EXPERIENCE**BRYAN CAVE LLP**, Phoenix, AZ, **Attorney & Summer Associate****EDUCATION / PROFESSIONAL DEVELOPMENT**

Juris Doctorate (JD) / Master's in Business Administration (MBA), College of Law & Business,
University of Arizona, Tucson, AZ

Bachelor of Science in Mechanical Engineering (BSME), University of Florida, Gainesville, FL

GE Management Development (3 Week Executive Development Course)

Admitted to Bar, Arizona