

ROBERT KATUSAK

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Entrepreneur, founder and President of International Assembly, Inc. (IAI) a privately held corporation dedicated to helping non-Mexican businesses transfer manufacturing operations into Mexico. Successfully started, managed, promoted, and sold multiple business over a 30-year period. Board member of INDEX, Matamoros worked closely with various Mexican governmental entities to promote Mexico export sector. Founder and managing partner of Oriente RJJ, LLC, a company offering third-party financing options for people that cannot qualify for standard home mortgage loans.

EXPERIENCE

AUGUST 1992 – NOVEMBER 2020

PRESIDENT, INTERNATIONAL ASSEMBLY, INC. (IAI)

- Arranged and managed, US and Mexican legal counsel with guidance from a midsized investment bank, the sale of International Assembly, Inc. to a search equity firm
- Transformed the business from a shelter to manufacturing service provider resulting yearly growth of fifteen percent and EBIT margins of over twenty percent
- Designed, implemented, and lead the certification process for IAI's quality management system, CTPAT, and environmental quality system
- Lead the acquisition of a US based automotive injection molding business
- Negotiated directly with Mexico labor union collective bargaining contracts
- Worked directly with the Mexican government to gain IMMEX and IVA certification
- Worked directly with clients and US Customs broker to gain NAFTA certification for products manufactured in Mexico and exported to the United States
- Developed comprehensive training program to develop machine operators into multifunctional technicians
- Worked with Pro Mexico, Codem and Brownsville Economic Foundation to promote manufacturing in the Brownsville/Matamoros area a
- Worked with UTRV, Engineering Technology program as an adviser and evaluator of student's senior projects

MAY 1985 – AUGUST 1992

SYSTEMS ENGINEER, GENERAL MOTORS CORPORATION

- Lead the transfer of robotic systems from Detroit MI to Matamoros, Mexico working directly with FANUC on the design and implantation for interior automotive systems
- Managed the maintenance department for large injection molding operation
- Worked closely with corporate to successfully import robotic modules and parts into Mexico
- Developed training system to transfer system operational responsibilities to Mexican personnel.

EDUCATION

MAY 1985

BS ENGINEERING BUSINESS ADMINISTRATION, TEXAS A&I UNIVERSITY

- Graduated Cum Luade
- Received and athletic scholarship to play NCAA division II football

MAY 1992

MBA, UNIVERSITY OF TEXAS, BROWNSVILLE

- Graduate project was inspiration for starting International Assembly Inc.

SKILLS

- Strong entrepreneur skills
- Ability to handle multiple tasks
- Ability to quickly adjust to change
- Teamwork and team development
- Proficient in Spanish
- Strong leadership
- Excellent problem solving
- Proficient in contracts and negotiations

ACTIVITIES

I am highly active in giving back to the community with my time and charitable foundation that was setup after the sale of my business in 2019. Active board member for INDEX (Matamoros Maquiladora Association) helping to promote continuing education in the manufacturing sector, problem solving with State and local officials in expanding Mexico's export sector.

I enjoy reading and most outdoor activities such as walking daily and playing golf