



## Suzanne Hofford - Principal

Suzanne's career began at Milliken and Co. She was part of several divisions including Apparel, Napery, Automotive, Elastic Fabrics and Industrial Fabrics. This diverse exposure is typical of her business career.

Upon leaving Milliken, she started a retail business, with stores in Spartanburg and Easley, SC. Responsibilities included all aspects of running a small business -- from Purchasing to Accounting, Human Resources, Sales and Marketing.

After consulting in Marketing for Contec, Inc. during its startup, Suzanne became Contec's Director of Marketing. Over the next 12 years, her responsibilities included product development, business management, technical sales, training, inventory management and strategic global business development. Her global experience spanned Europe, Asia, Canada, Mexico and the United States. During that time period, the company experienced a sustained annual growth of 20 percent, while maintaining or increasing margins. Today, Contec is one of the 125 Largest Industrial/Manufacturing Companies in SC.

Suzanne serves on the InnoVision Technology Awards Advisory Board, and supports the Greenville Chapter of Business & Professional Women and the Susan G. Komen Breast Cancer Foundation.

Areas of expertise include –

- Extensive International business experience
- Seasoned Manager, with experience in:
  - Technical Sales
  - Marketing
  - Product Development
  - Manufacturing
- Proven track record of growth and profitability

### Education

BS Administrative Management  
Clemson University (1978)

MS Management Science  
Clemson University (1980)

Executive Management Program  
Colgate Darden Business School  
University of Virginia (1987)

### Experience

1993-2004  
Business Manager  
Product Manager  
Director of Marketing  
Contec, Inc.

1988-1993  
President  
Hofford-McCall Enterprises

1980-1988  
Hospitality Services Rep  
New Products Market Manager  
Sales Representative  
Marketing Research Analyst  
Milliken & Company

