

Sandy Diehl

CEO and Founder at SD Global Advisors, LLC

Specialties

Global expansion, product strategy and marketing, M&A. Target China, India, Japan, Middle East.

Experience

CEO and Founder at SD Global Advisors, LLC

2012 - Present (1 year)

Help clients grow their top line through product strategy, globalization and business development. Specialize in the building industry as well as markets in China, Japan, the Middle East, and India. Strong advocate for sustainable cities and energy efficient buildings.

Chairman, Board of Regents at American Architectural Foundation

2009 - Present (4 years)

Vice President, Integrated Building Solutions at United Technologies

2008 - 2012 (4 years)

Responsible for sales, marketing, and product strategies that support and can integrate UTC's commercial divisions: Otis, Carrier, and UT Fire and Security.

Senior Vice President, Strategy and Development at Otis Elevator

2003 - 2008 (5 years)

Responsible for worldwide revenue growth for Otis Elevator Company (\$11B division of UTC) derived from global product and service strategies, business development, and marketing and communication initiatives.

- Growth strategies focus on global design platforms and service excellence, adapted to local country dynamics.
- Consistent success in business development (\$100-200 million of acquisitions annually) resulting from effective acquisition integration across diverse cultures.
- Led 10% sales increase from global customer accounts and major project sales (over \$10 million).

President, Otis Escalator Systems at Otis Elevator

2001 - 2003 (2 years)

Led \$600 million division of Otis Elevator Company, responsible for revenue and profit growth. Rationalized product lines in 7 international factories based on engineering and supply chain initiatives, as well as factory restructuring. Growth based on product strategy changes, multi-branding and large contract sales (e.g. over \$10million).

Senior Vice President, Product Strategy at Otis Elevator

1997 - 2001 (4 years)

Led worldwide revenue growth initiatives. Responsible for all global core product and sales strategies, global customer relationships, major project sales (over \$5 million), e*business activities, and non-core diversification (P & L).

Area Vice President at Otis Elevator

1996 - 1997 (1 year)

In addition to VP Marketing position, also led revenue and profit growth initiatives for \$150 million segment of Otis Elevator. Segment included Southeastern US, Caribbean, and Mexico

Vice President Marketing, North America at Otis Elevator

1993 - 1997 (4 years)

Led revenue growth initiatives of \$850 Million operation, which increased to \$1.2 Billion during this time frame. Major accomplishments were complete redevelopment of new equipment product lines as well as the service offering. Reintroduced national account and sales management programs. Spearheaded introduction of sales force automation for 800-person sales force.

Various other positions at Otis Elevator

1986 - 1993 (7 years)

Various sales and management positions

Skills & Expertise

Product Management
Marketing Strategy
Global Economy
Strategy
Program Management
Business Development
Mergers & Acquisitions
Supply Chain Management

Education

Harvard Business School

1979 - 1981

Cornell University

BS, Mechanical Engineering, 1973 - 1977

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[Contact Sandy on LinkedIn](#)