

# DWIGHT D. JORDAN

## GLOBAL SUPERVISOR – BUSINESS DEVELOPMENT TOLLING

### 3M TRAFFIC SAFETY SYSTEMS DIVISION

#### **OBJECTIVE**

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Introduction of responsibilities and experiences over the last 11 years in support of varying Intelligent Transportation System technologies and markets.

#### **EXPERIENCE**

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2012 - Current 3M Corporation (FSTech Acquisition) St. Paul, MN

##### *Global Business Development Manager*

- Supporting global initiatives with broad applications utilizing Automatic Vehicle Identification, Automatic Vehicle Classification, and Automatic License Plate Recognition technologies as a single solution or in combination. These applications include but not limited to the following:
  - Traditional Tolling – Single Lane Electronic & Open Road Tolling
  - Urban Tolling – Lower Emission and Congestion Zones
  - All Electronic Tolling
  - High Occupancy Toll lanes
  - Journey Time Management
  - Data Recording
  - Public Safety & Security
- Global Key Account Management – Manage global activities with our Key Account partners on global opportunities. These partners include varying stakeholders that focus on developing or managing tolling systems.
- Special Opportunity Projects – Assigned oversight of high valued opportunities that require strategic support and coordination between the 3M Subsidiary, 3M Traffic

Safety Systems Division, the local stakeholders, and our Global Key Account partners. Many of these projects are focused on the implementation of solutions that provide steps toward enabling a broader flexibility with solutions that promote Multi-Lane Free Flow technologies and introduce solutions that are critical for implementation of a comprehensive initiative focused on interoperability.

2010 - 2012 Federal Signal Technologies, Division of FSS Irvine, CA

*Business Development Manager, Intelligent Transportation Systems*

- Integration support for all acquired companies - VESystems, Sirit, and Diamond Consulting (previous owner of the brand Idris)
- Developed and implemented international program working with 4 regionally integrated sales and support teams. Responsibilities included integration of the broader resources, cross training of the new product portfolio, and help identify opportunities for the near and long term development of new opportunities.

2007 - 2010 PIPS Technology, Business Unit of FSS Knoxville, TN

*Business Development Manager, Toll, Intelligent Transportation Systems, & Parking*

- Introduced & supported M&A activities around new market strategies that led to the acquisition of SIRIT, VESystems, and Diamond Consulting
- Created a broader account base with new applications into emerging markets utilizing Automatic License Plate Recognition systems.
- Managed key accounts and domestic integrators utilizing Automated License Plate Recognition (ALPR) in the tolling and ITS markets.

2003 - 2007 PIPS Technology, Inc. Knoxville, TN

*Business Development Manager*

- Managed key accounts and domestic integrators utilizing Automatic License Plate Recognition in all emerging markets (Security, Parking, Public Safety, Toll, Travel Time, and Commercial Vehicle Enforcement).

## **EDUCATION**

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1986 Tennessee Technology University Cookeville, TN  
Bachelor of Science, Business Management  
Emphasis in Management Information Systems  
Minor in Social Science

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