

## **BIOGRAPHY**

### **Lee Benish**



Lee is an independent consultant specializing in business development support, strategic relationship management, facilitation and leadership of major customer/project pursuits and customer satisfaction programs. He has provided the strategic leadership for the successful pursuit of numerous multi-billion dollar projects in support of international engineering organizations. He has lead the refinement and implementation of comprehensive business development and relationship management systems within multi businesses. He has a comprehensive understanding of both the technical and human components required for achieving significant business development performance.

Before opening Benish Consulting & Facilitation, Lee was Vice President of Strategic Relationship Management and Marketing for AMEC's businesses in the Americas. During his 12 years with AMEC he led the implementation of a comprehensive SRM program within all of the businesses. This included customization of the SRM program to meet the unique needs of each business as well as providing the executive leadership for sustained system utilization. He also was responsible for the strategic support of major pursuits in the Oil & Gas, Mining and Department of Defense markets.

Lee's clients include: AMEC, Aker Kvaerner, DeBeers Canada, TVS Architects, and Arborsmith.

Prior to joining AMEC, Lee's 35 year career has specialized in services marketing. He has been an owner of an urban planning firm, Senior Vice President for Business Development in several service based organizations and Chief Operating Officer of a major US franchise organization.

Lee received his Bachelor of Arts with a major in business & communications from Siena Heights University. He completed his Masters of Business Administration degree at the Kellogg School of Management at Northwestern University.