

 **Harry B. Hecht**

**Regional Manager, Office Equipment Vendor Services**

 **US Bank**

Harry Hecht is an imaging industry veteran, with over 30 years of MFP channel sales, operations, consulting, and finance experience.

Mr. Hecht comes to US Bank from Xerox Corporation, where he was VP/General Manager for Stewart Business Systems, a Global Imaging Systems/Xerox core operating company headquartered in Burlington, New Jersey, that sells and services 15,000+ imaging and document management technologies.

As a highly accomplished leader and General Manager, Mr. Hecht led Stewart’s 200+ employee/seven-office organization to unprecedented revenue and profit growth. His efforts directly resulted in increasing annual sales from $32M to over $60M over a four-and-a-half year period while producing and maintaining a 19.7% EBIT. His leadership and guidance helped the organization earn the coveted President’s Award in its first year as a Global company. In addition, Mr. Hecht pioneered and led the organizations entry in Managed Print Services, Production Print, and Document Management and Solutions sales.

Prior to joining Xerox, Mr. Hecht spent 23 years of his career with Konica Minolta Business Solutions, Ramsey, NJ, holding several Executive management positions, including Vice President, US Dealer Sales. Under his leadership, Konica Minolta achieved 10 consecutive years of record revenue growth with YOY double digit increases in top line revenues, unit placements, and profitability. His staff of 63, directly managed and supported over 379 independent resellers and achieved $425M in combined annual revenues (+over $44M EBIT) of document output device hardware, software, services and consumables.

As the Regional Manager for US Bancorp’s Mid Atlantic Region, Mr. Hecht is responsible for assisting imaging technology channel and manufacturer partners with the assessment, evaluation, protection, expansion, and management of their office document technology leasing portfolios.

Mr. Hecht holds a BBA from Texas Tech University, with a concentration in business management and marketing. Mr. Hecht is also a member and volunteer for the MPSA and COMPTIA organizations. He also is a SCORE Volunteer and serves on the Board of Directors of Beyond Balance® and Ronald McDonald House Charities. Mr. Hecht and resides in Medford, New Jersey.

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