

**Elizabeth Suerth**  
**General Manager, P&L Management, Operations**  
**and Sales Leadership**



Elizabeth Suerth is a results driven senior executive with a progressive track record in fast paced, dynamic, technologically sophisticated environments. Her success has ultimately been driven by her skills in building high performance teams and partnerships with an overarching commitment to the customer. Through her broad experience in profit and loss management, strategic planning, product lifecycle management and general sales management she has consistently exceeded business expectations.

She is particularly successful at building and maintaining corporate relationships based on trust that lead to consistently strong revenue growth, cost containment and incremental margins. Most recently she served as Regional Director for ManpowerGroup, Inc. where she rebuilt an underperforming Sales Team into the top performing Region in the Midwest Division. In her role as a Division Vice President / General Manager for ADP Dealer Services, she developed an outsourcing concept that grew share and margins in a highly competitive marketplace.

Elizabeth joined ADP to lead the team that managed over \$85 million in revenue driven by the ADP Laser Printer model. She served as the Business Unit executive and was responsible for the production and management of all of the laser and preprinted forms and supplies needed to support the dealer network. She consistently partnered with the sales team to drive incremental printer, forms and supplies sales.

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*Elizabeth is known to “take on any challenge and work diligently to make sure every part of the process is managed thoroughly resulting in profitable solutions for all who are involved”. Her passion is tied to building organizations that can thrive and grow in the competitive marketplace.*

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Prior to joining ADP, Elizabeth was a General Manager for AT&T / Lucent Technologies. She ran an autonomous P&L driven organization with revenue commitments ranging from \$7 million to \$22 million focused on small and medium sized business. Functional responsibilities included sales, provisioning, installation, maintenance and billing of business telephone systems, advanced applications and data equipment. She created, implemented and managed sales programs using direct and indirect sales channels to maximize market penetration and profitability.

Elizabeth holds a Bachelor of Science degree from Iowa State University where she graduated with distinction.

**Find out more about Elizabeth at <http://www.linkedin.com/in/elizabethsuerth>**  
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