

Daniel T Liebel
dtliebel@buffalo.edu
716-645-8633

TEACHING EXPERIENCE:

University at Buffalo – School of Management	2008 – Present
Clinical Assistant Professor	2025 - Present
Adjunct Instructor	2008 - 2025
• Instructed undergraduate and graduate level courses to an average of 50+ students per class. • Responsible for the creation of course outlines, daily class material, quizzes, tests, and projects. • Engaged students through use of interactive material, student participation and use of real examples from my business experience. • Member of the School of Management First Year Experience Committee • Courses taught include the following: - MGG101 Introduction to Management - MGG150 Business and Society - MGG620 Special Topics in Management – Non-Profit Management - MGG501 Introduction to Business 1 - MGA305 Managerial Accounting - MGA306 Financial Reporting & Analysis	
	2025 - Present
	2019 – 2025
	2015 – 2017
	2010 – 2014
	2009
	2008 – 2010, 2013 & 2014

BUSINESS EXPERIENCE:

Dantlie Coaching	2019 – Present
Founder and owner of Dantlie Coaching, which provides business leaders with personal coaching to help them achieve success	
• Work with business leaders to define and achieve success in their professional and personal life. • Graduate of the University at Buffalo School of Management Coaching Certification Program • Certified in the Hogan Assessment Process	

Alkegen (Formerly Unifrax I LLC)	2010 – 2019
Alkegen is a global manufacturer of specialty fibers used for high temperature insulation primarily in industrial and automotive markets	
Treasurer	2016 – 2019
• Negotiated term loans, bonds, and revolving lines of credit with financial institutions in excess of \$750 million. Responsible for ensuring timely payment of required amounts and compliance with applicable covenants. • Leader of consolidation of North American accounts payable and accounts receivable teams into one shared services center. Resulted in annual savings in excess of \$250,000 and improved processing time. • Leader of working capital improvement efforts that resulted in over \$15 million in improved cash flow.	

- Co-led cross functional team through entity sale process, resulting in company being sold to a new private equity firm during 2018.
- Responsible for global risk management program. Oversaw tracking and reporting of fire insurance claim exceeding \$20 million for fire damage to facility in United Kingdom.
- Served on company's North American benefits committee, overseeing 401k and defined benefit retirement programs.

General Manager – Vacuum Forming Business Unit

2015

- Integrated three separate businesses into one cohesive unit. Developed a common culture and sharing of ideas and best practices across all three entities.
- Led the Vacuum Forming Business Unit to its' highest annual sales since being acquired by Alkegen in 2011.

Finance Director – Emission Controls

2016

Finance Director – Thermal Management

2012 – 2015

Finance Director – Thermal Management and Emission Controls

2010 – 2012

- Developed improved financial metrics that allowed senior management to make faster and better business decisions.
- Supported the Senior Vice Presidents of Operations and the Chief Financial Officer in the implementation of the strategic growth initiatives of the company by providing financial and operation advice.
- Ensured accurate and timely reporting of monthly financial statements.
- Performed cash management and cash flow forecasting for North American operations.
- Performed due diligence on potential acquisitions and successfully integrated acquisitions into the Alkegen business model and environment.
- Analyzed gross margins and other financial statement variances, offering suggestions for improvement.
- Leader of annual business planning process.

Sopark Corporation

1993 – 2006

Sopark is a contract manufacturer of electronic assemblies specializing in printed circuit board assembly and electro-mechanical assembly. In addition, the company owned two subsidiaries in the abrasives industry.

President

2002 – 2006

- Responsible for the overall operation, management and profitability of Sopark working closely with a senior management team of nine individuals.
- Initiated annual strategic planning process to develop corporate and department goals. Involved entire management team in process resulting in improved communication and productivity across departments.
- Made Theory of Constraints our corporate philosophy and oversaw the implementation of this approach to all aspects of the business. Recruited consultants to help with training and implementation. In 2004 introduced new Theory of Constraints initiative known as Viable Vision to significantly increase sales and net profits.
- During 4+ years as President oversaw growth in business that resulted in sales volume increasing from \$6.5 million to \$12.5 million while turning a net loss situation into consistent profitability. Generated greater net profit during first 3 years as President than company had made in prior 10 years. Also saw employment level rise from 60 to 170 employees.

- Recognized by Business First as one of the fastest growing and top private companies in Western New York.
- Recognized by Insyte Consulting as the Manufacturing Company of the Year for 2005.

Chief Financial Officer and Vice President

1993 – 2002

- Responsible for the overall operation and management of the accounting, finance, human resources, and information technology departments for Sopark and its' subsidiaries.
- Negotiated financing packages in excess of \$4 million with various lending institutions.
- Developed monthly financial reporting package which included key business metrics in addition to standard financial statements. Presented and interpreted information in monthly meetings with management and ownership.
- Initiated procedures to reduce month end closing process from average of 15 days to 5 days.
- Negotiated employee benefit packages with third party providers, including health and dental insurance plans, and 401k retirement savings plans.
- Served as lead auditor for ISO 9001 quality system. Responsible for training internal auditors, establishing audit schedule, and insuring compliance with ISO 9001 requirements.
- Performed duties of Operations Manager for 18 months beginning in 2000. During that time I initiated the use of Theory of Constraints in the electronics manufacturing process, which resulted in improved throughput.

Columbus McKinnon Corporation

1998

Columbus McKinnon is an international public company that manufactures and distributes material handling products, primarily chains and hoists.

Assistant Controller – Reporting and Financial Analysis

1998

- Prepared and submitted all required financial filings with the SEC, including 10-Q's, 10-K & 8-K's.
- Prepared and analyzed monthly consolidating financial statements.
- Assisted in preparation of annual corporate budget and consolidated divisional budgets with corporate budget.
- Coordinated annual financial statement audit by third party auditors.

Ernst & Young

1985 – 1993

Ernst & Young is an international public accounting firm that specializes in the areas of tax and auditing.

Audit Manager

1990 – 1993

Audit Senior

1987 – 1990

Audit Assistant

1985 – 1987

- Responsibilities as audit manager included coordination of audit procedures with client, review and supervision of audit senior and assistants, scheduling of staff, and assuring quality of work performed and financial statements issued. Also, coordinator of personnel computers and responsible for computer training of audit staff.
- Responsibilities as audit senior included planning audits, overseeing daily activities of engagements, supervising assistants, preparation of financial statements, tax returns, and detail audit of areas such as inventory, receivables, fixed assets, and taxes.
- Responsibilities as audit assistant included detail audit of areas such as cash, accounts payable, accruals, debt, equity, income and expense.
- Experience with companies in manufacturing, high-tech, real estate, distribution, and retail industries, along with not-for-profit organizations.

CURRENT BOARD MEMBERSHIPS:

- University at Buffalo School of Management Alumni Association
 - Secretary 2020 - Present
 - President 2013 – 2014
 - Various officer roles 2005 – 2025

EDUCATION:

- University at Buffalo – School of Management
 - Bachelor of Science in Business Administration 1985