Susan W. Johnson

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# Objective

To significantly contribute to society leveraging my experience, skills and competencies.

# Education

## Johns Hopkins University MBA: e-Commerce concentration May 2002

Rutgers University Master of Science: Environmental Science Jan 1991

Princeton University AB Chemistry (Cum laude) Jun 1982

Minor: Science in Human Affairs

Honor: Sigma Xi Associate Member May 1982

# Experience

## ExxonMobil Fuels, Lubricants, & Specialties Marketing Company 2015 – retired Feb 2017

## *Fuels & Lubes Marketing Innovation Systems and Projects Manager*

## Led business case development resulting in the creation of Marketing Innovation Center of Excellence; significant innovation projects, team, and budget, leveraged emerging trends, corporate strengths, and consumer pain points; created processes and training programs to grow employee innovation skills and enhance product speed to market. Established collaborative relationships with industry experts and other corporations resulting in the development of better consumer product and service offerings. Reported innovation performance metrics quarterly to Marketing President.

## ExxonMobil Fuels Marketing & ExxonMobil Research and Engineering 2000 – 2015

## *Global Fuels Technical Manager* and *Global Advisor*

## Led comprehensive 5 year global fuel strategy to enhance product quality, marketing and branding. Team member to the US Branded Distributor Strategy Study which identified branded offering strengths and weaknesses along with recommended path forward prior to major shift in “go to market” business model.

## *Global Fuels Marketing Earnings Analyst* - responsible for preparing monthly and annual stewardship reviews for Marketing President

## *Speedpass Network Operations Manager* - responsible for payment and loyalty settlement across fuel, grocery, and fast food retail store chains.

## *Commercial Vehicles and Card Sales Manager* - responsible for growing fleet and small business fuel sales across the US retail chain.

## Mobil Research and Development Company & Mobil Oil Corporation Oct 1983 – 2000

## *US Distillate Pricing Manager,* *Diesel Brand* and *Logistics Manager*, and *Mobil Diesel Supply* *Vice President* - responsible forfuel sales to high volume commercial retail sites. Participated in development of new business strategy for US Distillates Business.

## *Midwest Systems and Computer Support Manager* and *Midwest Strategy Manager* - led an integrated operational team of representatives from Refining, Supply, and Marketing*.* Developed business unit “balanced scorecard” performance tracking.

## *US Planning Analyst* and *US Distillate Technology Advisor* - led new product development and market launches.

## Other technical positions ranged from *Toxicologist* to *Senior Chemist.*

## Mayfair Services Jul 1982 – Oct 1983

## Lab technician assigned to Mobil Oil Toxicology Division - performed analyses of petroleum products and metabolites using gas chromatograph, GCMS, & HPLC techniques.

# Publications and Patents

* Co-inventor on US Patents awarded in the field of wax crystal modification (1992-1995). One patent pending pertaining to optimum fuel characteristics for vehicle performance (2018).
* T. A. Roy, S. W. Johnson, G. R. Blackburn, and C. R. Mackerer, “Correlation of Mutagenic and Dermal Carcinogenic Activities of Mineral Oils with Polycyclic Aromatic Compound Content”, Fundamental and Applied Toxicology 10, 466-476 (1988).

# Skills and Competencies

* Leadership, strategy development, marketing communications, brand management, business performance metrics, and teamwork.

# Community Service

Alliance for the Chesapeake Bay - supports marketing & development Aug 2017 – present

Chesapeake BaySavers - Shells and Bells Committee Sep 2017 – Dec 2017

Bethesda-Chevy Chase Rescue Squad, Board of Directors, At-Large Jan 2009 – Jan 2014

* Engaged outside agency to assist with branding strategy and outreach.

Bethesda-Chevy Chase Rescue Squad, EMT and Ambulance Driver Mar 2006 – Dec 2008

* Obtained Private rank and awarded citation from Montgomery County.

# Hobbies

* Tennis, Golf, Kayaking, Paddle boarding, Snow Skiing, Reading, Cooking, & Traveling