

LEE A. HUFF

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Professional Profile

Mr. Huff is a seasoned executive with over thirty-seven years of sales, marketing, and general business management experience for large corporate suppliers of engineering services and capital equipment, such as; Dravo, Gould, Measurex, and Thermo Electron. He most recently founded **Ohio Valley Business Advisors LLC** a machinery appraisal and business brokerage company located in Cleveland, Ohio. Prior to founding Ohio Valley Business Advisors, he was Vice President of Marketing for Kadant Web Systems a \$40 million division of Thermo Electron. In addition to his Vice Presidential responsibilities, he was General Manager of a \$7 million SBU (Strategic Business Unit) for which he had full P&L responsibility. His real world business management experience combined with his CMEA and CBI accreditations make him uniquely qualified to provide his clients an unparalleled level of service and ROI value.

Summary of Qualifications

CBI – Certified Business Intermediary

Mr. Huff has been awarded the CBI designation after demonstrating a superior knowledge of the business brokerage profession. He has completed more than eighty classroom hours and passed the IBBA-International Business Brokers Association (IBBA.com) certification exam. This designation is sanctioned by the IBBA and is closely scrutinized taking more than three years to achieve. There are currently only five hundred and fifty CBI's worldwide.

CMEA – Certified Machinery & Equipment Appraiser

Mr. Huff has been awarded the designation of Certified Machinery & Equipment Appraiser by the National Equipment & Business Brokers Institute (NEBBInstitute.org). As such, he works closely with John Harris its founder who has more than twenty-five years appraisal industry experience and who is ASA certified. The CMEA designation requires forty classroom hours, successfully passing a certification exam, and peer appraisal review.

SBA/MEA – Senior Business Analyst/Machinery & Equipment Analyst

Mr. Huff was awarded the designation of Senior Business Analyst and Machinery & Equipment Analyst by the Society of Business Analysts. These designations required classroom hours, passing an exam, peer approval, and are considered precursors to the CBI and CMEA designations respectively.

Education

MA – Economics
BA – Biology (minor in Chemistry)
West Virginia University, Morgantown, WV