

Irv Rothman

President and CEO at HPE Financial Services

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Summary

Irv Rothman is a Chief Executive with a demonstrable record for building and leading profitable companies. With more than 50 years in financial services, Irv has engaged in start-ups, large mergers, joint venture and M&A activities, turnaround situations, and global operations. Irv has a proven ability to recruit and retain top management talent to drive business performance.

In 2002, Irv was responsible for leading the merger of the worldwide operations of Compaq Financial Services and HP Tech Finance, creating a company that has grown to \$3.7 Billion revenue with over \$13.0 Billion in assets.

Prior to Compaq and HP Financial Services, Irv was Group President of AT&T Capital Corporation where he was responsible for all captive, vendor and IT finance. Under his leadership, the group managed over \$9 billion in assets.

Irv has also held senior positions at Thompson McKinnon and US Leasing Corporation.

In his book, *OUT-EXECUTING THE COMPETITION: Building and Growing a Financial Services Company in Any Economy* (Wiley; July 31, 2012), Irv shares the secrets behind his career success and offers advice that any executive or business owner can integrate into their management and leadership style.

Irv's personal royalties from the sales of *OUT-EXECUTING THE COMPETITION* have been donated to Room to Read, an international charitable organization dedicated to promoting children's literacy with a particular focus on underdeveloped countries and educational gender equality.

More information about Irv and *OUT-EXECUTING THE COMPETITION* can be found at www.guttsball.com.

Experience

President & CEO at HPE Financial Services

2002 – Present

Responsible for leading worldwide operations of HPE Financial Services, a state-of-the-art finance and leasing company primarily engaged in supporting the sale of HP products and services in 54 countries. Revenue of \$3.7 Billion in 2018. Chairman of the Board for Hewlett Packard International Bank, a European financial institution operating under license from the Irish Central Bank.

Chairman of the Board at Hewlett Packard International Bank

2002 - Present

President and CEO at Compaq Financial Services

1997 - 2002

Led the Greenfield startup of a captive finance company to support the growth of Compaq sales and marketplace differentiation. Took the business global in line with Compaq's sales and growing client needs by building, acquiring and joint venturing to create operations in 43 countries. Business grew to \$3.4 billion in assets and \$1 billion in revenue prior to sale to HP in 2002.

Group President at AT&T Capital Corporation

1993 - 1996

President & COO at AT&T Credit Corporation

1991 – 1993

CFO at AT&T Credit Corporation

1985 - 1991

Education

Pepperdine University, The George L. Graziadio School of Business and Management

M.B.A, 1981

Rutgers-The State University of New Jersey