



CITY OF NEWBURYPORT  
OFFICE OF THE MAYOR  
SEAN R. REARDON, MAYOR

60 PLEASANT STREET - P.O. Box 550  
NEWBURYPORT, MA 01950  
978-465-4413 PHONE  
MAYOR@CITYOFNEWBURYPORT.COM

To: President and Members of the City Council  
From: Sean R. Reardon, Mayor  
Date: April 25, 2022  
Subject: Appointment

I hereby appoint, subject to your approval, the following named individual as a member of the Water/Sewer Commission. This term will expire April 30, 2024.

Daniel A. Simon  
11 Jackson Street  
Newburyport, MA 01950

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Daniel A. Simon  
11 Jackson Street  
Newburyport, MA 01950

March 14, 2022

Christine Jackson  
Executive Assistant to the Mayor  
Mayor's Office  
City Hall  
60 Pleasant Street  
Newburyport, MA 01950

Dear Christine,

I am interested in the city commissions and seeking to be a volunteer for the Water/Sewer Commission and the Newburyport Trees Commission. Here is my resume with details of my expertise and experiences.

I am most interested to serve on the Water/Sewer Commission. I think I can use my skills best for this commission. If I am not chosen for the Water/Sewer Commission, I want to volunteer for the Newburyport Trees Commission.

I am a 33-year resident of Newburyport and recently retired from professional life. I want to give back to the community and use my expertise for community benefit. I am very interested and excited for the opportunity to serve on the commissions.

Please submit my resume to the mayor and appropriate commissions leaders. I look forward to hearing whether I am selected to serve on the commissions.

Sincerely,

Daniel A. Simon

# DANIEL A. SIMON

11 Jackson Street  
Newburyport, MA 01950

978-494-3651  
dasimon978@gmail.com

## EXPERTISE

40-year career in industry, commercial, and governmental leadership. Consulting services and customer services expertise with successful history in business operations, budgets, policies and procedures.

- Water and wastewater operator, previous certifications
- Management level experience for large city municipal water treatment facility
- Operations and policy development manager for industrial wastewater and pollution controls
- Environmental compliance director for industrial companies
- Industry consulting services and customer services expertise for communication, customer satisfaction, and business success
- Teams management for consulting service and customer service product development, marketing and sales

## PROFESSIONAL EXPERIENCE

### **Applied Materials / Varian Semiconductor** **Global Services Director**

**Gloucester, MA**  
Jan 2007 – March 2021

Led global teams for semiconductor equipment customer services and consulting services business growth

- Developed customer services and consulting services business Annual Operations Plan tied to company growth strategy and budgets
- Implemented policies and plans to meet \$350 million per year revenue and profit goals
- Drove all customer deals and final pricing in customer negotiations
- Developed and managed internal business systems, data systems, pricing programs, and deal making analytics

### **Axcelis Technologies, Inc.** **Global Services Senior Product Manager**

**Beverly, MA**  
May 2004 – December 2006

Managed team for services marketing strategy, product positioning, pricing, and communications development. Directed business operations for service delivery to meet services product objectives.

### **EMC Corporation (now Dell Technologies)** **Global Services – Marketing Manager**

**Hopkinton, MA**  
May 1999 – October 2003

Led Information Technology consulting services product marketing programs.

### **The BTI Consulting Group** **Senior Manager Consultant Services**

**Boston, MA**  
October 1998 – May 1999

Led environmental consulting services market analysis and delivered presentations at large customer industry events.

## **DANIEL A. SIMON**

978 -494-3651

### **Digital Equipment Corporation**

***Environmental Compliance Manager / Chemical Processes Manager***

**Maynard, MA**

Sept 1987 – Sept 1998

Led programs for wastewater and air emissions controls and ultrapure water treatment. Environmental compliance manager for worldwide operations.

- Led teams for pollution control operations, policies and procedures
- Led advanced analytical laboratory operations to assure compliance
- Provided environmental expertise to worldwide manufacturing operations and audited compliance to regulations

### **GCI, Inc. and Circuits, DMA**

***Chemical Process Engineering Manager***

**Ft. Wayne, IN and Livonia, MI**

June 1982 – August 1987

Chemical process engineering manager for printed circuit boards manufacturing.

- Responsible for all chemical operations and analytical laboratory to assure quality manufacture of circuit boards products
- Responsible for all wastewater and air emissions controls operations and regulatory compliance

### **City of Fort Wayne Water Treatment Utilities**

***Analytical Chemist***

**Ft. Wayne, IN**

June 1981 – July 1982

Analytical laboratory and water treatment chemical controls manager to assure clean drinking water to city of 300,000.

- Developed and performed lab procedures for chemical and bacteriological analysis to assure compliance to clean drinking water standards.
- Member of management team for operations controls and on management track to become utility director.

## **ACADEMICS**

### **Boston University Graduate School of Management**

Master of Business Administration - Honors Graduate in Marketing

**Boston, MA**

May, 1995

### **Indiana University School of Arts and Sciences**

Bachelor of Chemistry and Environmental Science

**Bloomington, IN**

May, 1981

## **PERSONAL**

- Newburyport resident for 33 years with two children successfully graduating from the Newburyport School System
- Great desire to give back to the community
- Cub scout leader 1990s
- Newburyport Youth Services ski club chaperon for 7 years
- Participating in all the great recreational activities available in Newburyport area