



World Affairs Council of Charlotte Underwriting and Table Purchase

CEO Series Program

Jonathan Dawley, CEO-North America of KION

Tuesday, October 17, 2023

Hilton Charlotte Uptown

VIP Reception: 11:30 a.m. – 12:00 p.m. | **Lunch:** 12:00 – 1:30 p.m

Jonathan Dawley

CEO-North America of KION



Jonathan Dawley has been President & CEO of KION North America Corporation, a member of the KION Group, since 2020 and is responsible for all financial, commercial, engineering, and operational activities. Since 2020, KION North America has grown its revenue by over 125% and order intake by over 300%. A key element of growth has been organizational and distribution development, in which Mr. Dawley has led establishing strong leadership at all levels to enable sustainable results.

Under Mr. Dawley's leadership, KION North America announced an operational expansion doubling production capacity and installing deep vertical integration. This focus, on localized manufacturing capability and an enhanced global supply chain, supports KION North America's ability to unlock profitable growth, advance market penetration and achieve the highest levels of customer satisfaction.

Before joining KION Group, Mr. Dawley was the Americas CEO of Putzmeister Holding GmbH, a subsidiary of Sany Heavy Industry Corporation. It was there that he led all corporate functions and sites from Canada to Brazil. Between 2014 and 2018, he led the global aftermarket business at JLG Industries Corporation, a subsidiary of Oshkosh Corporation, where he, amongst other major Initiatives, established a global warehousing and distribution strategy with new operations in the U.S., EMEA, and China.

From 2005 to 2014, Mr. Dawley gained extensive executive leadership experience at Hyster-Yale Materials Handling Corporation as President of Hyster, President of the Large Capacity equipment division, and Vice President of Marketing, including Product strategy.

Before 2005, Mr. Dawley spent 10 years in the automotive sector, working with Ford Motor Company and DaimlerChrysler headquarters on product and distribution strategy and technology deployment.

Mr. Dawley currently serves as a board member with the German American Chamber of Commerce Southeast, Charleston Metro Chamber of Commerce and the Charleston Regional Development Alliance. Additionally, he serves on the President's Council for Industry and Innovation at the College of Charleston.

Benefits of Underwriting a CEO Series Program:

- ◆ Increase corporate visibility through program and education sponsorships
- ◆ Build, maintain and strengthen professional and client networks through Council events
- ◆ Reach out to high-level professionals and leaders in the Charlotte community
- ◆ Learn about international affairs from foreign government /state officials, renowned authors, and world leaders
- ◆ Support international education in the Charlotte community



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Ambassador Sponsor - \$4,000

- Three tables of 8 with preferred seating at the luncheon
- Two seats at the Head Table with the speaker
- Attendance for all 26 representatives to business networking VIP reception with the speaker
- Opportunity to provide opening/closing remarks
- Additional recognition as "Presenting Sponsor"
- Recognition on WACC website, communication, and social media outreach
- Recognition from podium & banner displayed at event

Diplomat Sponsor - 2,500

- Two tables of 8 with preferred seating at the luncheon
- One seat at the Head Table with the speaker
- Attendance for all 17 designated representatives to business networking VIP reception with the speaker
- Recognition on WACC website, communication, & social media outreach
- Recognition from podium and banner displayed at event

Envoy Sponsor - \$1,500

- One table of 8 with preferred seating at the luncheon
- Attendance for all 8 representatives to business networking VIP reception with the speaker
- One seat at the Head Table with the speaker
- Recognition on WACC website, communication, & social media outreach
- Recognition from podium & banner displayed at event

Attaché Sponsor - \$750

- One table of 8 with preferred seating at the luncheon
- Business networking VIP reception for 4 designated representatives
- Recognition on WACC website, communication, & social media outreach
- Recognition from podium & banner displayed at event

Council Sponsor (VIP Reception) - \$500 - *Limited to one sponsor

- Recognition as "VIP Reception Sponsor"
- Four seats with preferred seating at the luncheon
- Recognition on WACC website, all communication, and social media
- Recognition from podium

NAME OF COMPANY:

NAME OF COMPANY REPRESENTATIVE:

ADDRESS:

CITY:

ZIP CODE:

STATE:

CORPORATE CONTACT:

PHONE:

E-MAIL:



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We agree to support the program in the following manner (Please check one)

Sponsorship Levels	
<input type="checkbox"/>	Ambassador Sponsor
<input type="checkbox"/>	Diplomat Sponsor
<input type="checkbox"/>	Envoy Sponsor
<input type="checkbox"/>	Attaché Sponsor
<input type="checkbox"/>	Council Sponsor (VIP Reception)
<input type="checkbox"/>	I am not able to sponsor this program at this time but would like to make a donation of \$ _____ to the WACC

Payment Options:

Sponsorship payments can be made [online](#).

Sponsorship checks may be made payable to the World Affairs Council of Charlotte.

Need to complete an ACH transfer? Please email info@worldaffairscharlotte.org

Return To:

World Affairs Council of Charlotte | UNC-Charlotte, 227 CHHS Building | 9201 University City Blvd. | Charlotte, NC 28223

(Signature, Company Representative)

UNDERWRITING INFORMATION: Please contact Madison NeeSmith by phone (704-687-7758) or [email mneesmit@charlotte.edu](mailto:mneesmit@charlotte.edu) for table purchases and underwriting information.

ABOUT WORLD AFFAIRS COUNCIL OF CHARLOTTE: The [World Affairs Council of Charlotte](#) is a non-profit, non-partisan organization supported by funding from individual and corporate member dues, foundations and contributions. By serving as a regional center for education and discussion of world affairs, WACC seeks to provide leadership for global thinking, believing that a broad perspective is necessary for effective competition in the global economy and for responsible citizenship in an increasingly interdependent political world.