

Specialties

Practice Areas

Professional Experience

Formal Education

Memberships

CURRICULUM VITAE OF

JOHN G. PENS

Evidence Solutions, Inc. • **Info@EvidenceSolutions.com**

SPECIALTIES

Electrical and Electronics Engineer with more than twenty years of technical, operational, and product development experience across commercial vehicle manufacturing, service, and distribution environments. Deep expertise in electronic systems design, failure analysis, service diagnostics, and engineering documentation for heavy duty and vocational truck platforms.

PRACTICE AREAS

- Electrical & Electronic Systems Engineering
- Product Development & Technical Documentation
- Design Failure Mode & Effects Analysis (DFMEA)
- Service Diagnostics & Telematics
- Data Analytics, KPI Systems & Technical Reporting
- Commercial Vehicle Product Warranty and Reliability

PROFESSIONAL EXPERIENCE

Evidence Solutions, Inc. **Jul 2026 – Present**

Electrical Engineering Expert Witness

- Provide expert analysis, reporting, deposition, and testimony for electrical and electronic engineering matters in state and federal court.
- Evaluate commercial vehicle electrical systems, component failures, diagnostic procedures, and engineering documentation.
- Prepare technical reports, review evidence, and support litigation teams with engineering based insights.
- Apply more than two decades of commercial truck electronics experience to support product liability, service procedure, and failure causation cases.

Worldwide Equipment Sales (Pritchard Companies) **2025 – 2026**

Director of Operations - Sales, Service, & Parts

- Lead commercial and operational performance for a multi location commercial vehicle upfitter, supporting heavy truck and trailer customers across North America.
- Oversee Sales, Service, Parts, Installation, and administrative functions with full accountability for revenue, margin, customer experience, and network performance.

International Motors **2019 - 2025**

Senior Director, New Business Development

- Managed a $300M service contract business unit with responsibility for technical operations, strategic planning, and customer support across North America.
- Directed a 12 member management team and implemented organizational structures that improved efficiency and responsiveness.
- Piloted commercial vehicle programs that enhanced dealer profitability and service quality, including electrical system reliability initiatives.
- Implemented ERP systems and developed KPI dashboards (Excel, Power BI) to

Not Retained



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PROFESSIONAL EXPERIENCE cont.

monitor product technical performance and drive accountability.

International Motors **2018 - 2019**
Director, Aftermarket Procurement
- Oversaw a $500M aftermarket product portfolio, including electrical and electronic components for commercial vehicles.
- Achieved $15M in annual cost savings through strategic sourcing and supplier negotiations.
- Introduced 3D printing strategies for service parts, expanding technical capability and reducing waste.

International Motors **2015 - 2018**
Senior Development Engineer, Remanufactured Service Parts
- Led product innovation for remanufactured electronic components, generating $30M in new revenue.
- Eliminated third party logistics infrastructure, improving delivery speed and reducing overhead by 26%.
- Strengthened supplier partnerships to expand remanufacturing capabilities for electrical and electronic systems.

International Motors **2011 - 2015**
Senior Product Manager, Service Parts
- Managed a $250M product portfolio including electrical and electronic service parts.
- Reduced working capital by $14.5M across nine distribution centers through data driven product rationalization.
- Led cross functional initiatives to support long term supplier agreements and technical product promotions.

Hendrickson International **2009 - 2010**
Strategic Account Manager, Volvo Global Trucks
- Developed global account strategies supporting Volvo's commercial vehicle platforms.
- Coordinated technical and manufacturing initiatives across divisions to support electrical and mechanical system integration.

Hendrickson International **2008 - 2009**
Commercial | Marketing Manager
- Designed go to market strategies and campaigns highlighting advanced commercial vehicle suspension technologies.
- Developed annual budgets and business plans supporting technical growth initiatives.

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PROFESSIONAL EXPERIENCE cont.

Federal Signal Corporation - Industrial Systems **1999 - 2008**

Senior Product & Application Engineering Manager

- Managed a $100M product portfolio including electrical and electronic industrial systems.
- Led new product development team and created corporate product roadmap.
- Directed a team of application engineers to align technical solutions with customer requirements

FORMAL EDUCATION

B.S., Electronic Engineering
DeVry University - Lisle, Illinois

MEMBERSHIPS

- Envision! International Motors Leadership Development Program
- SAE – Society of Automotive Engineers
- ITE – Institute of Trucking Engineers
- International Motors Service Contract Dealer Council – Creator & Co Chair
- Jerr Dan Hub Dealer Council Member

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