

## ITT CORPORATION

# Law-Abiding Citizen

BY MATT ALDERTON



**Frank R. Jimenez,**  
VP & General Counsel

FRANK JIMENEZ CAN DESCRIBE his career in one word: unexpected. A lawyer by trade, he graduated from Yale Law School in 1991 and commenced a career in commercial litigation and white-collar criminal defense at Miami-based law firm Steel Hector & Davis. He never expected to work for the government, and he never expected to work for a corporation—least of all ITT Corporation, an \$11 billion multi-industrial company that specializes in high-tech engineering and manufacturing. In the 20 years that followed, however, he did both. “Every twist and turn has been unexpected,” Jimenez says. “That’s been a constant theme throughout my career.”

Jimenez describes his career in three phases. Phase one was Steel Hector & Davis, where he worked for seven years. While there, he took a leave of absence in 1994 to run the Miami campaign office for Jeb Bush, who lost his first bid for Florida’s governorship that year. Afterwards, Jimenez returned to Steel Hector & Davis until 1998, when Bush

ran for governor again—and won, at which point he asked Jimenez to help him transition from candidate to governor. “I ended up staying in Tallahassee and serving the governor for almost his entire first term,” Jimenez says. “That was the beginning of the second phase of my career, which was the public-service phase.”

Jimenez served under Governor Bush until 2002 as acting general counsel and deputy chief of staff. During that time, he met Mel Martinez, county chairman in Orange County, Florida, who was named Secretary of Housing and Urban Development

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(HUD) by President George W. Bush in 2001. When Martinez’s chief of staff resigned the next year, he recruited Jimenez to fill his seat.

“A year and a half later, Secretary Martinez left unexpectedly to run for the Senate—a race he won,” Jimenez says. “One of the people I’d met working for Secretary Martinez was the general counsel of the Navy, a man named Alberto Mora. When Secretary Martinez left, Alberto asked me to become his deputy general counsel at the Department of the Navy in the Pentagon.”

Jimenez arrived at the Pentagon in 2004 and transitioned into the Office of the Secretary of Defense in 2005. A year later, when Mora resigned, President Bush nominated Jimenez as his replacement. Confirmed by the US Senate in September 2006, he became the 21<sup>st</sup> general counsel of the US Navy, a position he held until April 2009—100 days into the Obama Administration—when he left to become ITT’s vice president and general counsel.

“That kicked off the third phase of my career: the corporate phase,” Jimenez says. “As Gov. Bush’s deputy chief of staff, I was essentially helping a chief executive run a multibillion-dollar enterprise: state government. Same thing at HUD and the Pentagon; as general counsel of the Navy, I oversaw 640 attorneys and 200 support staff. That management experience has really helped me in this job.”

His experience with the US military also proved beneficial, since 54 percent of ITT’s business is defense contracting. “One of the nice things about working for a defense contractor is that you’re still advancing the national-security mission of the United States,” Jimenez says. “I’m able to contribute in a different way to the same cause, which is our country’s safety and security.”

# inspire

McGuireWoods LLP is proud to join in congratulating Frank Jimenez, our good friend and valued client, on his achievements over the course of his distinguished career. Frank's accomplishments honor his family and heritage, and reflect his abiding belief in the ideals on which our nation was founded.

We look forward to supporting Frank as he realizes continued success with ITT.

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That cause is but one that's championed by ITT, which now concentrates its engineering and manufacturing business in three key sectors: global defense and security, including electronic, geospatial, and information systems; fluids management, including water transport, handling, and treatment; and motion and flow control, including aerospace and transportation technologies. "Our motto is 'Engineered for Life,'" Jimenez says. "Whether it's the safety and security that we advance through our defense business, the sanitation and clean water that we provide through our water business, or the connectivity we provide through our motion and flow-control segment, each part of our company does things that are essential for life and that help advance the well-being of people around the world."

ITT wasn't always so focused. Founded in 1920 as an international telephone and telegraph company, it had become a conglomerate of more than 350 miscellaneous businesses by the 1970s. "The ITT of old was very different," Jimenez says. "We're not nearly as disparate a company today as we once were; there's much more synergy."

Nearly a century after its founding, that synergy has helped ITT continue growing. And so has Jimenez, whose role as general counsel is not only defending and managing the company legally, but also developing it, strategically. "We have been growing both organically and through acquisitions for quite some time now, and there are legal issues involved both ways," says Jimenez, who oversees a team of 35 attorneys. "It's my job to make sure we not only grow, but that we grow responsibly and lawfully."

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## GLOBAL PROFILE

Although it's based in the United States and devotes over half of its business to US aerospace and defense contracting, ITT is a truly global business with:

- Operations in more than 60 countries
- Employees and sales presence in more than 126 countries
- Customers in more than 140 countries
- A growing presence in emerging markets, including China, India, Eastern Europe, and Brazil

Because ITT has operations in more than 60 countries and customers in more than 140, that's not easy. It is, however, important. "In essence, my job as chief legal officer is making sure the company always does what's right," Jimenez says. "In my view, a lawyer should advise not just on what's lawful, but also what's right and appropriate."

And that philosophy—doing what's right—has shaped his legal outlook and his career. "An important element of my success has been to treat everyone—no matter how insignificant you think their job may be—with great friendship," Jimenez says. "You never know how they'll next cross your path or in what capacity, so I try to treat everyone like gold." *H/E*

## A MESSAGE FROM MORGAN, LEWIS & BOCKIUS LLP

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