



John Gianotti
Executive VP Operations

John Gianotti graduated from St. Peter's College in 1979 with a BS degree in Business Management. Soon after graduation, John joined ServiceMaster Inc. as a management trainee. Within four years, he was promoted to a Regional Manager's position responsible for running the Environmental Services Department at the prestigious Mt. Sinai Medical Center in New York. He was responsible for over 300 employees and 30 managers. In 1985, John was promoted to Area Manager responsible for the New York City region for the ServiceMaster.

In 1987, John was approached by Graeme Crothall to join his company Quornden which later became Marriott Facilities Management. He was a regional manager for New Jersey and New York and was instrumental in starting and growing the Facilities Management Business.

In 1989, following Graeme's departure, John left Marriott to work directly for the Mt. Sinai Medical Center as the Associate Administrator for Support Services. John's responsibilities included administering ServiceMaster's contract for the hospital and managing the in-house housekeeping program for the Medical School.

In 1991, Graeme Crothall again approached John to join his new company Crothall Services Group. Being one of the original founders, John started as a regional manager for the Northeast. His responsibilities included conducting surveys, delivering presentations, opening accounts, installing management teams and systems, and providing stabilizing support. John was promoted to Regional Vice President in 1996. and consistently exceeded financial targets while maintaining the highest retention levels in the Company. In 2001, Crothall Services Group was purchased by Compass. In 2003, John was promoted to Senior Vice President for Crothall's Northeast and West Coast Healthcare Divisions and was responsible for managing over \$100 million revenues. In 2005, John was asked to start Compass's new Business and Industry Division. As COO and EVP John quickly grew the division from \$4 million in revenue to over \$38 million within two and a half years.

After 16 years with Crothall Services Group, John decided to leave the company to join his friend and mentor Graeme Crothall at Xanitos. John's drive for pursuing excellence and his reputation of being one of the best operators in the business will play an intricate role in growing Xanitos. With over 29 years experience, John welcomes the opportunity to once again work closely with Graeme in building a company that will provide the highest level of service and quality in the industry.