

Global Business Development Visionary

Manufacturing & Maintenance | Engineering | Product & System Development | Process Improvement

Innovative, results-focused executive with decades of proven experience in international business and systems development and integration, product design and development, program leadership, and facility maintenance and management. Extensive know-how in managing start-ups, high growth, and organizational restructuring. Six Sigma Black Belt, PMP, and MBA in International Business and Project Management.

- Business & Program Development*** ➤ Cultivated successful start-up business, growing to achieve \$14M in sales.
- Shepherded partnerships with transit organizations such as NYCT, LADOT, and Disney.
- Arranged strategy to cut debt from \$350M to under \$30M within 10 years.

Strategic & Tactical Planning | Change Management | International Teams | Client Relationship Management
Activity-Based Costing | Finance & Budgeting | P&L | Private & Public Sectors | Business & Financial Analysis
Policies & Processes | Support Systems | Staffing & Union Relations | Safety (OSHA, DuPont Safety Program)

- Manufacturing & Maintenance*** ➤ Installed the first fiber optic backbone in a manufacturing plant, reducing job change time and boosting capacity worth \$100M annually.
- Launched the first vibration analysis system aimed at eliminating quality issues with grinding glass and reducing scrap by 50%.
- Pioneered the first noise abatement system for high-speed quench blowers, achieving a level that did not require ear protection (without sacrificing maintenance access).

Lean Manufacturing | Total Productive Maintenance (TPM) | Emissions Testing & Compliance
Preventative Maintenance | Manufacturing Systems | Transportation & Assembly
Process Control | QC & Safety | HVAC & Hybrid/All-Electric Propulsion | Battery Management

- Product Innovation*** ➤ Developed cutting-edge material handling equipment & system integration for multiple tools.
- Directed concept-to-launch development of lithium ion battery pack used in heavy duty buses.
- Earned four patents at Battelle & patent pending for development of drive train gear reducer.

New Product Development & Launch | Design & Production | Engineering Management
Heavy Duty Vehicles | Automotive, SW, & Automation (Robotics) | Foundry | Plastics | Composites
Iterative & Increment Development | Regulatory Compliance (QS-9000, Q1, ISO-9000)

PROFESSIONAL EXPERIENCE

Executive Vice President, Business Development & Engineering

Confidential Corporation | Charlotte, NC | 2003 – 2011

Spearheaded U.S. launch of hybrid and all-electric heavy duty bus manufacturing processes, engineering, technology, and compliance testing. Managed a total of 13 in-house engineers (including training) and 30+ externally in multiple locations. Developed market demand in segments requiring reduced carbon emissions utilizing advanced progressive technology.

Managed the development of key component supplier quality program from assembly to shipping, and receiving to acceptance. Developed after-service and sales locations to support assets in service and post-sales. Lead implementation of functional requirements and specifications, and negotiated contracts for development of U.S.-built electric drive system and controls.

Confidential Corporation, *cont.*

Notable Achievements:

- » Secured more than \$740M in sales within three years in the U.S., Canada, and Middle East.
- » Reduced costs and to-market times through efficient operations engineering and contract engineering.
- » Piloted establishment of working agreements and test sites for U.S. vehicles, collaborating with major universities, California Research Board, and Federal EPA (to ensure compliance).
- » Established workflow and processes for a new production facility including staffing estimates, cost of model for assembly, and delivery of four bus models (hybrid and all-electric).
- » Ensured compliance in conversion of the hybrid and electric buses to U.S. standards (FMVSS, SAE, and DOT).
- » Led design of more efficient HVAC unit, composite development, soybean insulation, propulsion and controls, battery pack and assembly, and testing.

Director of Applications Management, Vehicle Maintenance & Engineering

Confidential Corporation | Columbus, OH | 1995 – 2003

Vehicle Maintenance & Engineering – Established basis for activity-based costing, quality assurance, model analysis, and solutions in productivity and efficiency for both fixed and mobile assets. Implemented ERP/ MRP with PLM software, logistics, and driver management software, which was GPS-based in order to track assets, driver performance, asset utilization, and route passenger count. Managed 350 rolling assets (valued at \$90M) with \$18M operating budget. Oversaw 120 hourly employees and six DRs in 24/7 support of two fleets. Negotiated labor contracts, as well as established performance reviews and metrics, and contract services for maintenance in two locations. Negotiated asset purchases and specifications for rolling capital assets.

Director of Application Management – Drove deployment of key operational software and back office applications. Contributed to functional requirements for internally used applications. Managed 80+ applications for six locations. Managed migration of server and PC-based architecture with redundant application and back-up facilities for key operational management.

Notable Achievements:

- » Established a 10-year asset replacement program to reduce the cost of ownership by 30% in five years.
- » Reduced down time and failures by 50% within two years through lean strategies, Six Sigma, TPM, and TQM.
- » Established an alternate fuel program which reduced fuel costs by \$1.5M the first year.
- » Saved \$1.2M in fuel and eliminated risk of system shutdown due to hurricane activity.
- » Boosted uptime for 374 mobile assets by 50%, cutting revenue loss by \$5M and maintenance costs by \$3.5M.
- » Lowered inventory, work-in-process, and finished goods inventory by \$13M, maintenance part inventory by \$30M, and dead spare part inventory by \$12M across three locations.

Additional Related Experience:

Engineering/Integrator and Field Service Manager | Confidential Corporation | 6 years

Researcher, Material Science Division | Confidential Corporation | 8 years

PROFESSIONAL DEVELOPMENT

MBA, International Business and Project Management | Confidential University | Atlanta, GA

BSBA, Engineering Technology, Business Management & Marketing | Confidential University | Columbus, OH

- Certifications & Credentials**
- Six Sigma Black Belt | Mills Pride | Waverly, OH
 - Project Management Professional (PMP) | Kepner-Tregoe | Marysville, OH
 - Dept. of Defense & Energy Clearance | Battelle Columbus Laboratories | Columbus, OH