

JOHN T. SMITH

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GENERAL MANAGEMENT EXECUTIVE/PLANT OPERATIONS

Expertise: Strategic Planning, Supply Chain Management, Cost Reduction and Productivity Improvements, Acquisitions & Divestitures, Organizational Development, Safety Performance, Lean Manufacturing

CORE COMPETENCIES

Manufacturing Leadership – Management experience across all disciplines of manufacturing operations with exceptional P&L track record. Highly skilled in continuous process improvement using lean manufacturing and Six Sigma techniques. Strong track record of cost reduction, quality improvement and profit margin growth.

Engineering Management – Oversaw machine development teams leading the design, fabrication and installation of several proprietary machines. Created project cost tracking systems and introduced ROI accountability.

New Product Development – Created plant-based “Product Development Greenhouse,” which successfully launched 8 new products in three years.

Training & Continuous Improvement – Spearheaded Total Quality System (TQS) process to promote a culture of continuous improvement and led the ISO 9001 certification process.

PROFESSIONAL EXPERIENCE

ABC MANUFACTURING, City, State (2006 – present) **Vice President of Manufacturing**

Senior Executive responsible for the strategy and performance of 7 manufacturing/distribution facilities for a company experiencing rapid growth. Increased capacity from four plants generating \$300 million in annual revenue to 14 facilities generating more than \$700 million, while maintaining exacting quality and cosmetic standards for the primary product.

Accomplishments:

- Led corporate team in driving cost-reduction initiatives that resulted in \$21 million saved over three years through capital infusion and process automation.
- Saved \$15 million annually by reducing fixed spending 10% and variable overhead spending 19% through a variety of cost-improvement initiatives through better utilization of resources.
- Reduced Workers’ Compensation costs 40% (\$700,000 annually) by improving safety plans and implementing employee training, management accountability and equipment security.
- Cut product replacement cost by 50% and increased on-time delivery from 80% to 95% using Kaizen approach to quality issues rooted in manufacturing.
- Improved customer service satisfaction 3% annually through supply-chain management initiatives, inventory control and flexible manufacturing practices.
- Trimmed manufacturing and shipping-related credits to customers from 1.04% to .5% of total sales in 2008, representing an annual \$1.9 million reduction.

TOP-NOTCH CORPORATION, City, State (2002 – 2006)
Vice President of Operations & Plant Manager

Tore down company silos and built teamwork across the organization by coordinating closely with the sales group to develop production plans, create new products plan and simulate profit and loss by projecting operation costs. Directly supervised facility managers and indirectly 175 employees in a multi-line, multicultural manufacturing environment.

Accomplishments:

- Saved \$5 million in year one and began operations 50% ahead of schedule by coordinating and managing all aspects of products transfer from \$600M parent company.
- Reduced manpower by 48%, saving \$200,000 by envisioning and implementing a PC-based manufacturing planning system.
- Implemented ISO 9001 Certification in 15 months, resulting in improved quality from 85% to 90.5%. Evaluated requirements, formed project team, developed quality policy, documented processes and coordinated training.
- Reduced inventory by 45%, saving \$300,000 annually and capturing market share by reducing lead time. Implemented mini-scaled Kaban system; identified the bottleneck, evaluated inventory level and created manufacturing flexibility.
- Reduced materials cost by 25% and increased productivity by 20% through improved production efficiency. Researched ways to reduced production costs. Justified and budgeted investments.

XYZ CORPORATION, City, State (1997 – 2002)
Director of Division Manufacturing

Advanced quickly through engineering, manufacturing and operations management to division-level position. Planned and realigned organizational structure and operations to position the organization for rapid growth after acquiring a major new account, 3 new product lines and more than 700 additional SKUs. Responsibility included P&L for three manufacturing facilities and a distribution center with 500 employees in production, quality, inventory control, distribution and maintenance.

Accomplishments:

- Delivered strong operating gains: increased customer fill rate by 16%; improved operating performance by 25%; reduced operating waste by 14% and reduced inventory by \$5 million.
- Justified, sourced and directed the installation of \$10 million of automated plant equipment.
- Implemented centralized scheduling for all manufacturing facilities. Introduced second shift operation.
- Created Customer Satisfaction Initiative program to identify areas of concern and implemented recommendations, significantly improving customer satisfaction.

EDUCATION

University of Michigan

- MBA with distinction

Cornell University

- B.S. with distinction - Major: Manufacturing Engineering

Certified in Production and Inventory Management (CPIM)

- American Production and Inventory Control Society (APICS) Certification