



## TALENT VAULT

### \*Manufacturing\*

Vol 5

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**This is a summary of available candidates from some of the most in-demand skill sets for the manufacturing industry. These are real people who are currently seeking to advance their careers and working through us to accomplish this move.**

#### **Candidate: p-19308**

Job Title Desired: VP of Operations/SVP of Operations/ Global Transformation/COO/Operational Excellence or CI Leader

Desired Location: Greater Denver area (willing to travel up to 75%) – may relocate for the right opportunity

Expected Compensation: \$250K+

#### Education and Skills

- Master s in Business Administration
- Bachelor of Science in Industrial Engineering
- Project Management Certification (PMI)
- Six Sigma Master Blackbelt
- Innovative Senior Operations leader with a record of accomplishment in strategic planning, change management, KPI development and standardization, operational excellence, supply chain, and P&L management.
- 70% of career spent in food manufacturing or food packaging; the remainder comes from chemicals and/or forest products.

#### Accomplishments

- Led implementation of an asset maintenance work process to optimize maintenance spending and reduced unplanned downtime. **Reduced unplanned downtime by \$47M in 2024.**
- Delivered **\$59M of global supply chain cost savings and productivity** in two years by developing and deploying an operational excellence model that transformed organization based on total predictive maintenance (TPM) model and lean and six sigma methodologies.
- Identified more than **\$55M of additional global cost reductions** opportunities by implementing processes to rapidly identify and prioritize potential losses across global supply chain.
- Implemented project management software and built project management skills across **20 plants**.
- Developed and deployed operational excellence strategies across all functions to deliver rapid, sustainable top and bottom-line improvement utilizing strategy development and deployment, change management, Lean, Six Sigma and TPM.

**Candidate: #p-64187**

Job Title Desired: Dir, VP or SVP of Operations

Desired Location: Sanford/Orlando, FL (travel up to 50% of the time) - will consider relocation for the right opportunity

Expected Compensation: \$225,000+

Education and Skills

- Bachelors, Business Management
- Six Sigma Green Belt Course
- Dale Carnegie Leadership Course
- Nearly 30 years with same employer in progressive roles from Inspector, Program Manager, Custom Service Manager, Supply Chain & Logistics Manager, General Manager and Director of Satellite Operations (U.S., Europe & Brazil)
- Directly responsible for 9 business units in 4 countries with annual sales of over \$400M (current role)
- Responsible for the oversight of a 250+ person maintenance facility with \$300M annual sales

Accomplishments

- Created alternate revenue streams that **increased sales by \$20M** in the first year
- Over a 2-year period, increased sales by 31%, ROS by 5 percentage points, and more than doubled shipments
- Received Leadership Award for culture change contributing to improved business results
- Achieved a score of 97 out of 100 on the 2024 **Leadership Effectiveness Survey**
- Increased employee recognition awards by 150%
- Led cross-functional team projects to expand margin and reduce labor hours. These projects led to a **37% reduction in overall labor hours**, and more than doubled targeted margins
- Led a strategic inventory planning project which **reduced inventory from \$73 million to \$50 million** in a six-month period while improving operational TAT through improved forecasting, systems and controls, and supplier analysis

Talent Vault profiles are on candidates recently generated through our normal search process. We regularly send samples of some of these talented individuals in a newsletter format. When you express interest in a candidate, we will first ask them for their approval to submit their information to you. Should you hire the candidate we present to you, within 18 months of us sending you their resume, we will invoice you for a rate that is significantly less than our 25% direct placement rate that we charge when we are engaged to conduct a search on your company's behalf.

