

VP OF BUSINESS IMPROVEMENT SPECIALIZING IN LEAN SIX SIGMA IMPROVEMENTS



- ▶ **Transformational Strategist** with extensive experience aligning performance with core business objectives, **leading direct reports, multiple cross-functional teams, and operating budgets totaling ~\$3M.**
- ▶ **Exceptional motivator** who strategically influences decision makers at all levels to embrace, leverage, and execute ground-breaking project management/DMAIC best practices.
- ▶ Builder and cultivator of strategic partnerships **within highly matrixed organization** to uncover and eliminate costly inefficiencies in processes and approach.
- ▶ **Lean Six Sigma Black Belt certification in process with class completion date of Dec 2013.**
- ▶ U.S. Army Officer and Pilot honorably discharged **with several awards and distinctions.**

Performance Optimization ▪ Consensus Building & Teaming ▪ Business Process Improvement ▪ Budget Development/P&L Oversight
Portfolio Management ▪ Leadership & Training ▪ Change Management ▪ Continuous Improvement ▪ Strategic Planning

CAREER HISTORY

Company Name, City, ST

200x–20xx

*Progressed to increasingly responsible positions throughout 10 year tenure, steadily advancing from lower-level to mission-critical leadership roles. Recognized with **Excellence in Building Safety Partnerships** award in appreciation of performance and achievement.*

PMO Deployment Lead, 200x–200x

Defined and deployed lean methodologies, systems, and centralized project management infrastructure across organization to drive operational excellence. Standardized systems, methodologies, and best practices to align projects with operations strategy. Quantified, evaluated, and reported business intelligence, including overseeing data acquisition, mining, analysis, and data integrity management.

Inspired knowledge sharing and collaboration across departments by establishing cross-practitioner groups focused on continuous improvement and convergence of identified best practices. Designed, taught, and coached various Executive Development programs and initiatives to include Leadership Excellence and Boot Camp curriculums.

- Organized and guided multifaceted cost-reduction initiative for largest EBITDA-generating assets, **identifying and completing 36 projects with annual savings of ~\$7 million during second half of 2012.**
- Partnered with strategic customer and C-suite executives to facilitate a supply chain recordable injuries reduction initiative to modify process, behavior, and packaging at a cost of ~\$1M, **eliminating a ~\$9M redesign option.**
- Established and led On-Time-Delivery (OTD) improvement initiative in conjunction with several business partners to position 6 teams to employ critical analysis tools, **improving OTD by 2% with a future OTD increase of 3%.**
- Joined Plant Leadership Team to guide them through fixed and variable cost analysis, work break down structure, and project development plan, **discovering approximately \$36M in cost reductions.**

Portfolio Manager, Imaging Papers, 200x–200x

Maximized imaging paper's portfolio performance to assure advertising and promotional messaging is on strategy and consistent with product performance, brand promise, and value proposition through customer selection, market segmentation, and strategic price management, supervising 2 product managers and 2 brand managers. Conceived, executed, and monitored strategic plans to optimize volume and EBITDA. Established and evaluated sales by brand, channel, and customer.

- **Managed achievement of \$190M and exceeded Office EBITDA target by 4% in EBITDA** through price management, reduction in sales volume, and identification of other production alternatives after cultivating strategic partnerships.
- Strategically partnered with Sales and Logistics to yield lucrative business opportunities with customers in alternate channels and other high-profile accounts **growing Boise's cutsize business by 1.2% while market steadily declined.**
- **In less than 6 months,** launched globally competitive product by promoting customer engagement, marketing collaboration, and product innovation.

Professional Experience Continued...

- Lobbied for and successfully assimilated new technology initiative, **positioning Boise to realize cost reductions estimated between \$7M to \$15M per year.**

Director of Product Development, 200x--200x

Orchestrated full spectrum of concept development functions, including evaluating opportunities, presenting findings to C-suite executives, allocating resources, and authorizing schedules to drive product development process. Directed 5 employees and multiple cross-functional teams to research, develop, and assess new product ideas. Spearheaded negotiations with potential and existing vendors and business partners.

- Facilitated dialogue between customers, sales, and production to detect product gaps and coach product managers and manufacturing personnel **on project management and process capability/ sustainability practices.**
- Led product development team in competitive benchmarking initiatives to identify product-capability gaps and worked with business and manufacturing leaders to develop capital and process improvement plan, **eradicating several of the gaps identified.**
- Established Sustainability Chain of Custody Credit process in partnership with multiple Business Unit Leaders as well as Operations, Plant management, and IT prior to installing and activating GAAP-compliant accounting system for end users.

Senior Product Manager, 200x--200x

Identified, developed, and led multiple cross-functional/portfolio projects, delivering projected results on time and on budget. Constructed Critical to Quality (CTQs) characteristics based on customer requirements to assess product/project success. Analyzed portfolio initiatives to determine operations, cost, and revenue implications on division assets to justify capital spending. Partnered with site managers, operations, and line crews to optimize asset utilization and mobilize sustainability initiatives.

- Managed development and implementation of innovative packaging, **successfully achieving coveted utility and design patents.**
- **Boosted portfolio sales by 2% with an additional margin increase of ~3%** after copywriting "SPLOX" brand name to differentiate ergonomic product features.
- Pioneered cross-functional team to devise and integrate comprehensive Quality Feedback Reporting system to **identify and eliminate customer dissatisfaction trends and inaugurate targeted corrective action campaigns.**

*Other experience includes: **Senior Program Manager** at Company, City, ST; **Chief Engineer/Manager**, Case New Holland, Company, City, ST; **Chief System Safety Engineer, Manufacturing Engineer** for Company, City, ST; **Product Safety Engineer, Tool Design Engineer, and Manufacturing Engineer** at Company, City, ST; **Technical Analyst**, Company, City, ST; and **Utility Helicopter Pilot**, Company, City, ST.*

— EDUCATION, CERTIFICATIONS, & SELECT SPECIALIZED COURSEWORK —

MASTER OF SCIENCE—Aviation/Aerospace Operations, University
BACHELOR OF SCIENCE—Aircraft Maintenance Management, University
LEAN SIX SIGMA BLACK BELT CERTIFICATE (*in progress*)—University
CERTIFICATE IN SYSTEMS ENGINEERING—University
COMMERCIAL & INSTRUMENT ROTARY WING LICENSE
FINANCE FOR THE TECHNICAL EXECUTIVE
CERTIFICATE IN PROJECT MANAGEMENT

— AWARDS & ACCOLADES —

EXCELLENCE IN BUILDING SAFETY PARTNERSHIPS—Company
SUSTAINED PERFORMANCE AWARD—Company
U. S. ARMY ACCOMMODATION MEDAL— Company
U. S. ARMY GOOD CONDUCT MEDAL— Company
CERTIFICATE OF ACHIEVEMENT FOR LEADERSHIP — Company