

## PROJECT ENGINEERING / MANUFACTURING / PRODUCTION MANAGEMENT

Nineteen-year track record of success in broad-based aspects of project leadership, product engineering, innovative design and production management in consumer products manufacturing environments. Expansive knowledge of manufacturing processes, MRP/ERP systems, and CAD. Background in design cycle and design processes spanning domestic and international engineering specifications and design initiatives. Working knowledge of ISO 9000, QS 9000, and OSHA guidelines. Aggressively recruited throughout career due to outstanding productivity.

Expert in bringing multiple projects to fulfillment simultaneously. Goal-driven approach to change management, strategic planning, problem solving, and organization. Natural leader, demonstrating superb communication talents with diverse groups and at all corporate levels. Customer-centric approach to increasing profitability and expanding market share. Areas of expertise:

- **Project Lifecycle Management**
- **Engineering Change Notices**
- **Quality Assurance**
- **Supplier / Vendor Relations**
- **Competitive Market Research / Benchmarking**
- **Design Engineering, Drafting & Fabrication**
- **Product Planning & Pricing**
- **Budgeting / Cost Control**
- **Customer Relationship Management**
- **Team Building & Leadership**

## CAREER HIGHLIGHTS

*STERLING FASTENING SYSTEMS • Minneapolis, Minnesota*

*2002 - Present*

### PROJECT ENGINEER / SALES ENGINEER

Brought in for engineering role in major project with number 1 customer. Transitioned to outside sales engineering. Seek out prospect manufacturing companies and OEMs and promote products through cold calling, in-person sales calls, and product brochures. Optimized old network of industry contacts and cross-searched both Minnesota and North Dakota Directories of Manufacturers to identify new contacts. Target purchasing agents within client companies.

- **Reduced average time -to-sale significantly, moving from 7 sales visits to 2 sales visits.**
- **In process to close new client that will represent \$250,000 in revenues through JIT account.**

*BRONSON SYSTEMS • Rochester, Minnesota*

*2001 - 2002*

### ENGINEER

Production engineer for 2 product lines. Established documentation process for products in compliance with specifications for production, purchasing, and forecasting. Directed factory floor layouts, warehouse layouts, and ground-up product design. Served as purchasing agent for wire harnesses.

- **Redesigned inventory hold/warehousing requirements for production line using AutoCAD 14 in support of expansions to building.**
- **Engineered new Visual ERP production system and reorganized engineering information processing to convert company to new software. Recreated all documentation including bills of materials (BOM) to match new system.**
- **Streamlined flow of parts throughout machine shop, welding, painting, and production.**
- **Redesigned ash rake for boiler to improve ease of shipping and decrease shipping and labor costs. Turned previous loss into a profit center representing \$250,000 in annual revenues.**

*ABC, INC. • St. Paul, Minnesota*

*2000 - 2001*

### PROCESS ENGINEER

Challenged with reducing scrap rates and improving manufacturing/production processes for aluminum casting for Polaris watercraft products. Managed processing of casting through foundry, permanent molding, and machine shop. Troubleshoot casting problems and identified corrective actions. Active participant in facility design and floor layout processes. Completed detailed drafting drawings on AutoCAD LT.

- Reengineered processes and improved standards in sand foundry to dramatically reduce failure rate and cut scrap rate/rework by 50%.
- Identified source of internal gassing problems from impurities in permanent mold area for Polaris ATV struts and innovated solution to make parts sellable.
- Liaison between company and grant study contractors for robotics.
- Improved factory safety by designing safety latch system for core production machine.

RADIOFLYER OF AMERICA • St. Paul, Minnesota

2000

#### **PRODUCTION SUPERVISOR / ENGINEERING TEAM LEADER**

Recruited by company owner to lead production line with 25 employees and shouldered supervision of 2 production lines and 50 employees as needed. Monitored scheduling, personnel training, and production line standards. Supervised and tracked all aspects of manufacturing, engineering, and applications design. Oversaw 3 direct reporting engineers and maintenance manager. Reviewed drawings and bills of materials for production runs. Supervised completion of production verification books.

- **Fast-track promotion to Engineering Team Leader within 3 months of hire.**
- **Recognized as one of the most progressive production supervisors for ability to motivate employees to top performance in union environment.**
- **Piloted implementation of consumable material usage program to control waste.**

ARCTIC CAT, INC. • Thief River Falls, Minnesota

1984 - 2000

#### **MANAGER OF PRODUCT ENGINEERING**

Performance-based progression from product engineer to manager, supervising 8 engineers and 1 support staff, with oversight for design, development, and production of 80 different snowmobile models annually. Ensured availability of materials for production. Directed design engineering functions for snowmobiles including design release and documentation. Liaison between engineering and other departments. Teamed with industrial engineers and manufacturing management on design engineering. Supported field service problems.

- **Built separate snowmobile product engineering department from the ground up to \$400,000 capital budget. Designed accessory shop, hired engineers, and developed new products. Wrote approval for expenditures (AFE), justified needs, scheduled materials, and purchased inventory.**
- **Incorporated new engineering resources and established realistic development release timelines to reduce accessory backorders from \$1.5 million to \$38,000 in 3 years.**
- **Orchestrated release of 3,000 engineering drawings and change notices annually.**
- **Slashed engineering scrap from \$138,000 annually to \$25,000 annually.**
- **Team leader for engineering in selection process of new corporate ERP system using SAP software; active contributor to design of Windows-based MRP system. Worked with programmers to ensure integrity of engineering logic within system.**
- **Held sole responsibility for show machines for advertising and publicity. Emphasized quality to strengthen impact of marketing effect.**
- **Teamed on establishment of product-planning teams to forecast customer needs for snowmobiles 3 years out. Worked on pricing committee to determine accurate costs and sellable pricing targets.**
- **Constructed new parts tooling list from engineering department to provide crucial data to accounting for use in costing of future snowmobiles.**
- **Managed 100% of international market specs for Sweden, Norway, and Finland. Complied with strict regulations for design and production in each country. Held bottom-line authority for design changes.**

## **EDUCATION & TRAINING**

**Bachelor of Science in Mechanical Engineering**  
University of Michigan

**Additional Training** – Dale Carnegie Leadership and Frontline Leadership Training

**Computer Skills** – Windows, MS Office, MS Project, Time Line by Symantec, Corel Quattro Pro 8.0, WordPerfect, AutoCAD LT, Mechanical Desktop, CAD – Unigraphics, Oracle ERP, Made 2 Manage, and Visual Manufacturing ERP.

Triple