

JOHN SMITH

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OPERATIONS & MANUFACTURING EXECUTIVE

"Building It Better ... and Making a Difference"

Offering a highly-rewarding career guiding strong and sustainable growth at a local manufacturer while role-modelling a sound understanding of the precise tolerances and requirements that customers demand to deliver best-in-class quality – within time-critical deadlines, in-spec, and in-house. Realize the importance of incorporating strategic approaches and regularly upgrading equipment to stay ahead of the competition; expert in metal stamping progressive dies, and familiar with state-of-the-art manufacturing technologies and processes.

Characterized as a direct communicator; quickly earn the trust, confidence, and respect of crew, customers, mechanical designers, suppliers, peers, subcontractors, and key decision-makers. Accomplished at improving overall quality and consistency by building long-lasting teamwork and structure; regularly invited by customers to deliver feedback and recommend solutions to manufacturing processes.

KEY STRENGTHS

- Business Development & Growth Strategies
- Continuous Process Improvements
- Facilities Expansions & Plant Lay-Outs
- Operating & Capital Budgets
- Financial Forecasting
- Manpower, Manufacturing, & Production Planning
- Quoting & Competitive Bidding
- Cost Controls & Reduction
- Scrap Reduction
- Team-Building, Leadership, & Hiring
- Conflict & Dispute Resolution

PROFESSIONAL EXPERIENCE

Kodiak Tool & Die, Newmarket

1989 – 2010

Operations Manager

Founded this progressive metal stamping tooling company to design and build quality progressive dies for highly-discriminating automotive tier 1 suppliers. Led, motivated, and energized 18 direct reports consisting of tool and die makers, designers, and apprentices.

Sample Achievements:

- Accelerated company growth from "scratch" to a 20,000 sq. ft. plant that generated \$3 million in annual revenues at its peak
- Signed on 3 primary divisions from world-renowned Magna International as clients which represented approximately 50% of Company business activity
- Maintained a zero on-the-job accident rate throughout entire tenure
- Built custom dies for an assortment of Magna subsidiaries (e.g., in-die tapping) to address a range of production concerns
- Collaborated with business partner and foreman to write a clear-cut "Tooling Rider" which outlined standards and informed clients of Company's commitment to top quality