

# JOHN SMITH

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## OPERATIONS & MANUFACTURING EXECUTIVE

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

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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.

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## KEY STRENGTHS

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

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## PROFESSIONAL EXPERIENCE

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Kodiak Tool & Die, Newmarket

1989 – 2010

### **Operations Manager**

Founded this progressive metal stamping tooling company to design and build quality progressive dies for highly-discerning 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