

Jon Edwards

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Feb 14 – Mar 15: Corporate Development Manager, Trulife – Member of the Management Team. Responsible for team of 5 people working in the areas of sales, estimating and customer service. Develop and execute sales strategy. Continue business growth and managed customer relationships during transition.

Jan 12 – Jan 14: VP of Sales and Marketing, Pro CNC, Inc. (acquired by Trulife) – Member of the Executive Team which makes all key decisions and strategy. Responsible for team of 5 people working in the areas of sales, marketing, and customer service. Responsible for many key accounts and setting company-wide customer service expectations. Worked in a challenging high mix, low volume, modest repeat environment.

- Grew sales revenue at a rate of 25% year-over-year by building a strong team and focusing on customers.
- Changed profitability from break-even to 16% in 2 years by creating sales processes and maximizing pricing.
- Reduced new order confirmation time average by 75% through kaizen leadership.
- Exceeded target customer satisfaction survey scores for every period through an engaged team.

Dec 07 - Jan 12: Sales Engineer, Pro CNC, Inc. – Responsible for reviewing, estimating, and pre-planning new booked work. Responsible for doc control and collaborating with operations to smoothly hand off work.

- Improved on-time delivery by 5% by increasing the quality of the work done prior to planning.
- Increased organic growth by 100% with the company's most profitable customer through customer service.
- Achieved 120% higher win ratio and 90% higher average profitability than other estimators.
- Added 40% more profit over 2 years through estimating and managing a custom aerospace tooling program.

Sep 07 – Dec 07: Project Manager, Allied Steel Fabricators – Responsible for processing orders including purchasing material, pulling drawings, and making improvements; selling and estimating new non-core work.

- Cleared a 6 month project planning backlog in only 2 months by improving workflow.
- Achieved the company's first diversification away from a single-customer model by developing new business.

Jun 06 – Aug 07: General Manager, TMF, Inc. – Responsible for \$1M company. Responsible for accounting, revenue, information technology, human resources, customer service, and purchasing.

- Increased machining capacity by 100% by negotiating purchase of 2 new CNC mills and hiring machinists.
- Delivered a very profitable and complex program worth \$66k/year that continues today.
- Reduced paper use by 50% through implementing an ERP system we designed.

Jul 05 – Jun 06: President, Marmot LLC – Responsible for establishing and growing a consulting company.

- Increased production of medical device by 200% by improving design, adding staff, and generating cash.
- Achieved 30% increase in repeat customer count for a machine shop by converting cold sales leads.

Jul 99 – Jun 05: Project Manager, Pacific Int'l Tool and Shear, Ltd. – Responsible for intellectual property including R&D, sales and marketing, and information technology. Responsible for team of ten covering all aspects of the product life cycle, as well as managing part numbering, the CAD systems, and establishing pricing.

- Increased sales on average by 60% per year through developing new products, services and markets.
- Raised throughput by 35% for 3 production lines by reprogramming industrial sheet cutters.
- Awarded 2 patents for new tool technology developed by 3D design, CNC prototyping, and 3D printing.
- Increased profitability by 50% by moving 75% of all component production in-house with new capabilities.

Mar 97 – Jul 99: Shipping Clerk, Pacific Int'l Tool and Shear, Ltd. – Responsible for order fulfillment.

MEAN Full Web Stack Development, The Coding House Institute, currently attending
A.A.S., Olympic College, 2002