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Top Skills

Object-Oriented Programming (OOP)

SQL

TypeScript

Ian Ferguson

Owner @ EDGE Specialty | Expertise in Design, Manufacturing, Logistics, and Marketing | Leadership Focused on Results and Innovation

Mesa, Arizona, United States

Summary

As a seasoned professional with over two decades of experience in design, manufacturing, logistics, and marketing, I thrive on driving success through innovative problem-solving and team leadership. My career is marked by a commitment to excellence, ethical practices, and a relentless drive to maximize team potential. I have successfully implemented continuous improvement cultures, established cost-efficient strategies, and developed key performance metrics to enhance decision-making and operational efficiency.

Experience

EDGE Specialty

Owner

June 2020 - Present (4 years 3 months)

Arizona, United States

- Oversee the design, manufacturing, and logistics efficiencies, enhancing decision-making.
- Develop and establish KPI metrics and cost savings reports. Analyze production data for complex forecasting/planning.
- Implement a continuous improvement culture that utilizes daily KPI reviews to achieve goals and solve problems.
- Assess and evaluate various plans/programs to identify cost-saving best practices based on projects and policy changes.
- Establish short-term and long-term cost-efficient strategies. Maintain excellent controls to ensure efficient functioning and documentation on all operating systems, including budget and data management.

Console Holster, LLC

Owner

April 2018 - Present (6 years 5 months)

Mesa, Arizona

- Spearhead initiatives to oversee processes in designing, manufacturing, and selling vehicle-based firearm holster products.
- Map the full life cycle of the entire production system, maximizing profit and removing redundancies to increase throughput.
- Established a Lean culture in a cross-functional environment to decrease costs and eliminate redundancy in manufacturing.

Vivid Racing

Director of Operations

December 2015 - June 2020 (4 years 7 months)

Gilbert, AZ

- Developed strategies to oversee the operations, implementing plans and timelines of Vivid Racing.
- Managed a staff of 55 employees including sales and marketing teams.
- Analyzed and evaluated services, effectively resolving issues, and acknowledging client requests.
- Enhanced data management, delivering presentations, organizing training, and developing company manuals/materials.

BMW North Scottsdale

Sales Consultant

February 2015 - December 2015 (11 months)

Scottsdale, AZ

- Brand Ambassador and Client Advisor for BMW North Scottsdale.
- Support clients through the selection, acquisition, training, and ongoing client lifestyle of luxury automobiles.
- Highly decorated sales and customer service success with most vehicles sold and highest CSI scores.
- Assisted client's structure and select the proper finance structures for their individual situations.

Evolution MotorSports

7 years 11 months

Vice President

August 2013 - February 2015 (1 year 7 months)

Tempe, AZ

- Developed to a very entrepreneurial position with owner's transition out of the daily involvement in the company
- Responsible for Sales Team, Marketing (including Social Media, Website, Enthusiast Forums and Print), Supply Chain Management and Shop

- Planning, implementation and oversight of company direction

General Operations Manager

January 2012 - July 2013 (1 year 7 months)

- Oversee all operations of Evolution MotorSports and report productivity and health of the organization to the owners
- Assess, adjust and measure on an ongoing basis, the overall company infrastructure including staffing, budgeting, goal setting, strategic planning, marketing and sales
- Evaluate, develop and recruit staff for implementation of strategy, including: Operations, Finance, Sales, Marketing, Service and Product Development
- Develop, implement and oversee the transition of the owners daily involvement to remote involvement from out of state

Sales Manager

September 2011 - January 2012 (5 months)

- Manage and train sales team for effectiveness and productivity
- Make changes as needed, lead weekly sales meetings, motivate sales team, clearly establish expectations and monitor with feedback as well as take necessary course of action as needed for continued improvement
- Accurately assess the strengths and developmental opportunities of the sales team
- Design, develop and implement domestic and international retail and wholesale sales program

Performance Sales Specialist

January 2008 - September 2011 (3 years 9 months)

Warehouse Manager/Purchasing Agent

April 2007 - January 2008 (10 months)

Education

Arizona State University

Business, Management, Marketing · (2010)

Northwest Academy

· (2002)