

## Aaron Phillips

360 Nueces St. #4308, Austin, TX 78701  
[aaron.phillips929@gmail.com](mailto:aaron.phillips929@gmail.com) (512) 560-5018

Operations executive that takes a comprehensive approach to achieve financial targets and improve operational efficiencies in order to maximize shareholder value.

### PROFESSIONAL EXPERIENCE

#### **CENTEX MACHINING INC., Round Rock, TX**

**06/11 – 07/19**

Centex Machining is a contract manufacturer for the medical device industry

##### ***Vice President of Operations***

- Responsible for bolstering existing customer relationships which yielded \$3M in annual top-line sales
- Increased production by 45% in 6 months which brought production rates above break-even
- Hired 23 direct and indirect labor employees based on perceived aptitude
- Restructured Org Chart which maximized employee output by 24%
- Monitored 250+ operational and financial metrics on a weekly basis including P&L and BS data, order entry, closed work orders, backlog, delivery performance, quality loss, etc.
- Established net 30 terms with all critical vendors after being put on COD terms in 2016
- Led efforts that brought EBITDA up to \$600k in 2019 and positioned the successful sale of the company

##### ***Buyer/Planner***

- Coordinated 32 raw material suppliers with 1,000+ SKU's and 40 outside processing suppliers
- Managed total spend over \$3M in raw material and outside processing costs and saved over \$1M (29.2%) in raw material and outside processing costs
- Supported efforts to complete 16.9% of orders ahead of the customer's due date
- Utilized Just in Time Inventory to reduce on-hand inventory levels by 24%

#### **GALVIGNITION INC., Austin, TX**

**06/14 – 07/16**

Galvignition is a web development company focused on PSD to HTML conversion

##### ***Founder, Principal***

- Hired web designers in the US and abroad
- Managed a fully distributed team of 7 developers in the Philippines or the Ukraine
- Experienced in building advanced web applications such as customer portals, Content Management Systems, and E-commerce functionality
- Successfully sold client list in 2016 to an independent developer

### EDUCATION

University of San Diego, San Diego, CA

**09/07 – 05/11**

*Bachelors in Business Administration*

- American Business School, Paris, France - *Semester Abroad, Fall 2009*

### SKILLS

Mac OS, MS Office (Excel Pivot Tables, VLOOKUP, etc.), ERP's (Global Shop, JD Edwards), ISO 13485 & ISO 9001 Quality Standards, HTML, CSS, JavaScript, jQuery, Google Suite