

Arash Bazrafshan

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Highlights

*Sales and Operations Forecasting
Root Cause Analysis*

*Lean Six Sigma Green Belt
Performance Management*

*SAP/Syteline/Infor XA/MS Office
Trilingual (Spanish, Farsi)*

Education

B.S. Mechanical Engineering

University of Wisconsin - Madison, May 2014

Experience

Senior Aerospace

2019 - 2020

Business Unit Manager

Burbank, CA

- Managed 3 production supervisors and 50 operators - P&L accountability: Responsible for safety, quality, variable cost, and throughput for aerospace engine exhaust business unit generating \$42M in annual revenue
- Presented daily to the executive management team on business unit performance against KPI targets
- Improved productivity of business unit by 8%
 - Managed the design and deployment of lean fitting stations with projected 9% labor cost reduction
 - Developed and trained operators on standard work process instructions; improved takt time accountability
- People management including recruitment, development, team building and performance management

Precision Castparts Corporation

2014 - 2019

Business Unit Manager

2018 - 2019; Valencia, CA

- Managed Boeing and Northrop Grumman business units generating \$45M in annual revenue
- Key responsibilities included the development and execution of operational strategy to improve OTD, asset staffing optimization, monthly sales revenue forecasts, production insourcing and cost reduction
 - Reduced overall delinquency of business units by \$945K
 - Managed the successful re-work and delivery of \$260K of RMA's for delinquent Boeing 787 program
- Constraint management via throughput reports and daily communication with process owners and stakeholders

Area Operations Manager

2017 - 2018; Valencia, CA

- Managed 6 production supervisors and 102 machinists/operators - P&L accountability: Responsible for production KPI's and operations forecasting for departments processing \$82M in WIP annually
- Improved productivity by 12.7% - Quarterly throughput increased by \$5M; variable labor cost reduced by \$318K
- Orchestrated \$1.3M recovery of delinquent Boeing 787 program with cross-functional team conducting daily production milestone performance reviews, value stream mapping and 7 wastes analyses

Technical Sales Representative

2016 - 2017; Irvine, CA

- B2B field sales of titanium alloy products - Increased quarterly sales from \$3.6M to \$4.2M against \$2.6M budget
- Facilitated the successful negotiation of a 3 year \$1.7M LTA with 3% annual price increases
- Frequent coordination with production facilities and distribution centers to meet customer delivery needs, capture business, resolve order-specific issues, and retain customer loyalty
- Daily management of sales pipeline and meticulous follow-up on open opportunities; monthly sales forecasting

Management Development Rotational Program

2014 - 2016; Various Locations

Production Supervisor

- Supervision of 29 machinists for aerospace fastener product line generating \$26M in annual revenue
- Improved productivity by 3.9% - Quarterly throughput increased by \$80K; variable labor cost reduced by \$20K

Continuous Improvement Engineer

- Restructured and managed 5S program; improved overall value-add time by 12% on Airbus door assembly line
- Created/implemented design projects with cumulative annual savings of \$76K in scrap/rework cost reduction

Process Engineer/Project Manager

- Designed heat exchange condensate recovery system with projected \$367K annual water processing cost reduction
- Managed \$700K capital project - Responsible for equipment selection, cost justification, oversight, and staffing
- Identified/directed machine layout change to improve asset-to-operator ratio for \$67K annual labor cost reduction