

SENIOR BUSINESS ANALYST

Summary

Business Leader in Consumer and Industrial goods and National Defense. Skilled in Manufacturing/Operations Management; Technology Transfer from concept to commercialization; and Capacity Expansion. A trusted advisor to executives as a Senior Business Analyst/Consultant to DoD and Industry. Worked for \$22.3 billion global technology and engineering solutions provider. Worked for \$24.0 billion leading global security and defense company. Expert at removing barriers and fostering environments which unleash creativity and bring people, companies and technologies together to create products of tomorrow. Respected for bringing multiple functions, disciplines and companies together around common goals and building business partnerships through collaboration. Skilled at leading diverse multi-cultural workforce and international business negotiations. Lean Manufacturing Champion-trained.

Experience

01/2008 to Current

Senior Business Analyst Db Schenker 1/4 Kansas City , MO

- Northrop Grumman is a leading global security company providing innovative systems, products and solutions in unmanned systems, cyber, C4ISR, and logistics and modernization to customers worldwide.
- Key Responsibilities and Accountabilities: Support Department of Defense manufacturing capacity installation, expansion and sustainment programs of industries, products, processes and technologies.
- Conduct business, financial, marketing, manufacturing and industrial base strategic assessment and capability studies.
- Provide expertise in program execution, metrics development, acquisition strategy planning, contract financial terms, work statements, business and technical evaluation, and risk assessment.
- Key Achievements: Managed \$343 million portfolio of high-technology/new technology manufacturing capacity installation, expansion and sustainment programs.
- Provided strategic vision for business operations to multiple C-level executives.
- Advised senior Department of Defense officials on business acquisition strategies.
- Successfully lobbied U.S.
- Government customer to reduce one contract award by 65%, saving \$22 million while achieving strategic program goals.
- Strong in championing business development initiatives and optimizing operational effectiveness, was personally selected by a small-business CEO to brief Board of Directors and other stakeholders on sustainable, scalable growth initiatives.

01/2000 to 01/2008

Bickford Senior Living 1/4 Virginia Beach , VA

- Emerson is a global, diversified conglomerate which brings technology and engineering together to provide innovative solutions for customers in industrial, commercial and residential markets.
- Assembly Team Manager, Product Planner, Lean Champion, Lead Supplier Quality Engineer - Lebanon, Missouri and Sidney, Ohio Key Responsibilities and Accountabilities: Provided leadership for cross-functional teams which performed global electronic-sourced, complex supply chain transitions and product development, transition and dissolution programs.
- Conducted international on-sight, pre-award and post-transition supplier assessments.
- Performed international supply chain and production prioritization negotiations.
- Supervised production activities and coordinated Lean Manufacturing initiatives for high-volume, high-technology assembly lines.
- Key Achievements: Traveled to Turkey, Slovakia and Italy and effectively used communication and relationship skills to resolve supplier product quality and production delivery issues.
- Beat average time to implementation by 41% and achieved 44.1% cost savings on a multi-million supplier transition project.
- Lean Champion who helped increase production 18% and reduced cost per unit by 9% in 12 month period.

01/1997 to 01/2000

Plant Superintendent Crown Holdings 1/4 La Crosse , WI

- Quality Park is a member of the Cenvo family of companies.
- Cenvo is a leading envelope, label, packaging, and printing manufacturer.
- Key Responsibilities and Accountabilities: Provided senior leadership in a multi-cultural, unionized, 120-person, \$42 million envelope manufacturing and printing facility.
- Key Achievements: Reduced most costly waste by-product by a rate of 35% in one year.
- Developed production database which reduced administrative workload more than 30%.
- Simplified Quality Assurance training program and created Quality Assurance awareness bulletin board.
- Efforts resulted in significant decrease of consumer-rejected product.
- Held position of Vice President of Operations with Nightingale Enterprises, Inc.
- from 1993-1997 and Aircraft Maintenance Officer with the United States Air Force from 1987-1992.

Education

1999

Master of Science Degree : Management of Technology Georgia Institute of Technology Management of Technology

1987

Bachelor Degree : Civil Engineering Georgia Institute of Technology Civil Engineering

In-Training Certification (1987) State of Georgia Lean Manufacturing Champion (2001) Emerson Electric Company

Skills

administrative, Air Force, business development, business operations, C, database, delivery, Engineer, financial, functional, Government, leadership, Lean Manufacturing, logistics, marketing, negotiations, packaging, processes, product development, Quality, Quality Assurance, risk assessment, strategic, strategy planning, supply chain, vision