# **Brian Michael Winters**

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B.S.M.E., University of Texas at Austin, Austin, TX, 12/2003 GPA: 3.0/4.0 Minor in Spanish

#### PROFESSIONAL EDUCATION

Green Belt and 6S/Lean Certification from Sabritec (Smiths Connectors), 2010 Advanced Solidworks, 2010 Black Belt Training, 2011 from ITT Cannon Pragmatic Marketing, 2012 DDI Leadership Management, 2015

### PROFESSIONAL EXPERIENCE

### **Smiths Connectors – Irvine, CA**

**2012 - Present** 

Leading supplier of application specific, high reliability electrical interconnect solutions from highly integrated assemblies to micro-miniature connectors and spring probe contact

# Product Line Manager: Filter, Specials, Power, Fiber Optics Product Lines

As an integral part of the Global Business Development and Strategy devoted to New Product Introduction with 3 direct reports. Creative, assertive, "hands-on" manager with proven leadership, team-building and project execution skills. The fast-paced entrepreneurial environment demands energy, focus, enthusiasm, dedication, and direct involvement to achieve meaningful results.

- Handle multiple programs at various phases simultaneously is expected.
- Astute technologist in order to build effective project plans, challenge assumptions, understand risks, and communicate effectively with both internal management and external customers.
- Highly visible and challenging this requires superior communications skills, methodical project planning and execution, innovative thinking, inspiring leadership, and independent decision making.
- Scope of responsibility spans all program activities from conceptual design to qualification and subsequent production release.
- Responsible for roadmap projects, customer facing interaction regarding the horizon of technology to come, and accountability for the P/L of the lines, and coordination across global facilities to leverage the design centers of excellence in the creation of synergy products.

### Sr. Manufacturing Engineer Filters/Hermetics/Space/Special Products:

### ITT Cannon – Santa Ana, CA

2010 - 2012

World leader in the design and manufacture of highly engineered connector solutions. We operate on a global basis serving customers in the aerospace and defense, medical, oil & gas, transportation and industrial end markets.

- Product design and tooling to ensure efficient production methods.
- Confer with vendors to determine product specifications and arrange for purchase of equipment, materials, or parts, and evaluate products according to specifications and quality standards.
- Six Sigma trend analyses across multiple product cells. Plan, direct, and coordinate Six Sigma, Kaizen, and Lean manufacturing processes across the areas.
- Apply statistical methods to estimate future manufacturing requirements and potential.
- Additional support of New Product Implementation on designs and manufacturability along with creation of new tools, and reverse engineering of tooling.

## **Manufacturing Engineer Ceramics/Filters/Special Products:**

## Sabritec (Smiths Connectors) - Irvine, CA

2007 - 2010

- Plan, direct, and coordinate industrial, quality, and manufacturing efforts and processes as related to the Filters, Hermetic and Special Product lines.
- Daily Quality dispositions of component and assembly rejection reports, customer returns on RPAs, and

- assistance with the Corrective Actions.
- Develop, evaluate, improve manufacturing methods, and recovery plans by utilizing knowledge of product design, materials and parts, fabrication processes, tooling, production equipment capabilities, assembly methods, and quality control standards.

### **Operations Manager**

## **Custom Display Solutions, Orange, CA**

2006 - 2007

- Implemented strategies and business operations by working with and developing key personnel and successors, assigning accountabilities, setting objectives and establishing priorities, monitoring and evaluating results.
- Transitioned antiquated Sales tracking into Sales Force CRM, and upgraded design engineering from CadKey to Solidworks and PDM Works.
- Acting Engineering Manager approved Solid-Works designs, as well as directing 30 employees in day-to-day
  operations and responsible for oversight in Purchasing, Logistics, Production, Engineering, and Sales
  Departments in the creation and construction of custom and retrofit large screen audio/video walls, enclosures,
  and command and control rooms.

## **Business Program Manager**

# Z Microsystems Inc., San Diego, CA

3/2005 - 9/2006

Leading manufacturer of rugged deployable computing and visual solutions. Delivering reliable, high-performance MIL-Spec solutions that are custom tailored to perform at their highest capacity in harsh environments.

- Responsible for complete oversight of eight key production programs which accounted for \$15 million dollars, or 65%, of the total revenue.
- Heavily involved with the customer and end user interactions, customer advocate during the operations processes.
- Level fiscal planning and scheduling as well as managing subsequent production efforts. Ensure products conform to MIL-STDs and the V2 and V2A specification requirements.
- Developed recovery plans as necessary with departmental support as well as manage negotiations band program reviews.
- Primary point of contact for all aspects of assigned programs. Internal lead in all activities related to meeting program objectives and timelines as well as ensuring customer satisfaction.
- Provide management with timely forecasts of program financial and resource requirements.

### **Mechanical Engineer**

### Aetrium Inc., Dallas, TX

2004 - 2005

A recognized world leader in the global semiconductor industry, providing IC Handlers for over 25 years.

- Developed and integrated proprietary technologies into production-based test and handling systems used by the
  worldwide semiconductor and electronic component industry. Products advanced reliability, enhanced quality,
  increased product yield, and improved manufacturing processes.
- Created detailed parts, sub-assemblies and assemblies using advanced micro-device testing equipment using SolidWorks.

# **Engineering Internship -**

## Boeing ISS Webster, TX

1998 - 2000

- Worked with engineering oversight on coordination of the International Space Station documentation.
- Chosen from 11 interns to support customer deliverables as part of a multi-country effort to support the launch of the International Space Station.

Skills: Spanish (Fully Bilingual), Sales Force, Advanced Solid Works Cert., PDM Works, Cosmos Works, AutoCAD, ProEngineer /Wildfire 4.0, CadKEY, C/C++, FORTRAN, MATLAB, Lab-View, MS-Suite, MS-Project, MS-Visio, Adobe Suite, HTML, Quick Books, Team Lead Experience, Management Experience, Six Sigma – Green Belt, JIT Organizations / Honors: Tied for First place in the National AATSP Exam 1997 with a perfect score, Texas Wranglers, Executive Officer. American Society of Mechanical Engineers, Society of Automotive Engineers, Texas Devil's Advocates, (Pre-Law Org.), Texas Exes Alumni, Life Member, National Dean's List, 1996-2004, Dean's List, University of Texas, Who's Who Scholars 1996-2003, Wing Chun Martial Arts Instructor,