

FNAME LNAME, MBA, BSME

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PROGRAM / PROJECT MANAGER

Engineering ✧ Mechanical Design ✧ Global Team Manager

Seasoned professional poised to contribute a unique blend of leadership in Project Management, Design Engineering and Technology Management. Successfully managed multiple projects with large cross-functional global teams, offshore supply chains, and outsourced engineering resources. Pragmatic problem solver, superior interpersonal skills, capable of resolving multiple and complex issues and motivating staff to peak performance. Successful leadership style that empowers team members by making them part of the decision-making process and enables both individuals and organizations to meet their unique goals. Highly organized, with outstanding communication skills, interacts easily with all personality types. Mechanical Engineering degree with an MBA in Technology Management.

CORE COMPETENCIES

- | | | |
|--------------------------------|------------------------------|----------------------------|
| • Project Management | • Risk Management | • Cost Reduction |
| • Project Tracking / Reporting | • Strategic Planning | • Customer Retention |
| • Offshore Projects | • Leadership / Team Building | • Change Management |
| • Product Management | • Pro/Engineer Cad Software | • Documentation / Training |

SELECTED KEY ACCOMPLISHMENTS

- ✓ Negotiated a 33% increase in engineering fees, avoided a \$50,000 late penalty and increased unit prices which generated an additional \$90,000 in revenue for a fixed price project that was late and over budget at Massive Power.
- ✓ Preserved over \$1 million in European Revenue for SuperCare by retrofitting the “Essence” electric toothbrush for Ni-MH batteries, making the product legal for sales in Europe. (Ni-CAD batteries were banned in 2008)
- ✓ Successfully designed and launched the first product fully tooled and manufactured in China by a contract manufacturer while at SolarCharge. Directed pilot production on site for 10,000 units; met or exceeded all quality, time, cost and performance goals.
- ✓ Redesigned the original prototype Coinstar “coins to cash” kiosk while at Melveen Associates and managed the design transfer to a contract manufacturer. It was so successful that Coinstar eventually went public.

PROFESSIONAL EXPERIENCE

Massive Power Electronics, Redmond, Washington

2008 – 2009

Original Design Manufacturer of custom battery packs and chargers for industrial, medical and military customers. (250 employees)

PROJECT MANAGER

- Spearheaded the development of 10 projects into pilot production, leading to annual revenue of over \$11 million. Two additional projects were completed in record time. (Under six months)
- Directed an average of 6 concurrent projects with 4 to 10 member project teams.
- Recognized by General Dynamics and Roper Mobile for bringing their projects in on schedule and on budget. Designated as “Core Team” Leader and main “Point of Contact” for these customers plus Thales Communications.
- Maintained project schedules with MS Project, assessed and managed project risks, directed communications and developed and adhered to budgets.

PROFESSIONAL EXPERIENCE CONTINUED

Montgomery Oral Healthcare (SuperCare), Snoqualmie, Washington

2003 – 2008

*Manufacturer of "SuperCare" brand premium electric toothbrushes. (350 employees)***PROJECT MANAGER**

- Co-recipient of a "Certificate of Excellence" award, for researching and presenting the business case and concept design to management for the first low-cost replaceable battery electric toothbrush (Xtreme e3000). The e3000 was approved as a project and subsequently generated an additional \$3 million in annual revenue.
- Led the SuperCare FlexCare electric toothbrush project which generated \$60 million in annual revenue. The FlexCare was designed as a "platform", allowing re-use of major components across a full product line. Directed the expansion of the project to utilize the FlexCare's "drive train" in three new products with low, medium and high price points. Given direct oversight of the drive train development team including risk management; the drive train exceeded reliability goals by 300%, met cost targets and launched on time.
- Directed the SuperCare/Crest IntelliClean project which involved over 40 team members and a capital investment of \$15 million. The IntelliClean added \$20 million in revenue for Montgomery.
- Utilized the "Core Team" model of project management with leads from Marketing, Operations, Clinical & Consumer Testing and Research & Development.
- Developed technical sales training materials; trained both domestic and global sales representatives.

SolarCharge Inc., Redmond, Washington

1998 – 2003

*Original Design Manufacturer of custom battery packs and chargers for industrial, medical and military customers. (Grew from 9 to 20+ employees)***PROJECT MANAGER / DESIGN ENGINEER**

- Acted as Project Manager and Lead Mechanical Engineer for 75% of company's product line, as company grew from seven employees and \$1 million in revenue to 25 employees and over \$6 million in revenue. Major customers included Intermec, Thales Communications, Hand Held Products, Sonosite Medical, Plexus, Fluke and Abbott Medical.
- Supervised on-site pilot production of first SolarCharge product fully tooled and manufactured in China. Production run of 10,000 units in two weeks was on time and quality, cost and performance met all goals.
- Designed collateral sales material and helped fuel company growth by participating in trade shows and writing proposals.
- Improved the accuracy and consistency of engineering and product cost quotes by developing a detailed costing spreadsheet.

Design Product Development Group, Seattle, Washington

1997 – 1998

*Product design consultancy firm. (30 employees)***MECHANICAL ENGINEER**

- Individual contributor on multi-discipline nine person team developing a multi-format, multi-mode, high-end thermal medical printer for U.S. based O.E.M. customer using Pro/Engineer CAD software

Melveen Associates, Redmond, Washington

1992 – 1997

*Product design consultancy firm. (30 employees at Redmond, 200 worldwide)***DIRECTOR, ENGINEERING GROUP**

- Recruited to expand Melveen into a full service product design and engineering services firm.
- Redesigned the original "coins to cash" Coinstar Kiosk; transferred the design to a contract manufacturer and managed the pilot production run of several hundred units for stores in the U.S.
- Implemented internal multi-platform computer network; created Melveen's initial web presence.

EDUCATION

Masters of Business Administration in Technology Management (GPA 3.98)

University of Phoenix, Bellevue, WA

Bachelor of Science in Mechanical Engineering

Cal-State University, Northridge, CA

PROFESSIONAL TRAINING

- Montgomery Oral Healthcare internal training classes: Managing Complex Projects (2 day class), Team Leadership (3 day class), Influencing Others (2 day class), Cultural Awareness (3 day class), ISO 9001, Montgomery BQMS Quality System, and ISO Internal Auditor training
- Battelle Memorial Institute: "The Engineer As Manager" and "Project Management" (2 day seminars)
- American Electronics Association / Battelle: "Engineering Management Program" (1 week in-residence program)
- Swedish Hospital: "Interpreting Electrocardiograms" and "Vascular Hemodynamics" (2 day seminars)

CERTIFICATIONS / AWARDS / PROFESSIONAL AFFILIATIONS

- Mechanical Engineer and Project Manager on Key Tronic TrackMate product that won Appliance Manufacturer magazine "Design For Manufacturability" award.
- Listed as inventor or co-inventor on 6 United States patents: 4,353,262 Rotary to linear motion conversion mechanism; 6,163,431 Door hinge with flexible pivot; D411,381 Foldable seat with panels; D398,172 Foldable seat; 5,820,221 Foldable seat having removable panels; 6,236,186 Method for discriminating between different types of batteries.
- Member of Project Management Institute (PMI.ORG) the leading global association for the Project Management Profession.