**John Smith**

New York, NY | 123.456.7890 | email@email.com | LinkedIn: johnsmith

**Senior Operations Executive**

**Well-documented career progression combined with a wealth of operations and manufacturing leadership experience.**

Influential leader and change agent with broad knowledge and success driving operational efficiencies, improving the financial strength of an organization, scaling manufacturing operations to meet demand, and solving business challenges through enterprise-wide alignment. Depth of global leadership experience that spans operations, manufacturing, supply chain, distribution and transportation, OEM and Aftermarket sales. Track record of achievement in driving operational strategy development and execution, influencing and achieving a performance management culture, and recruiting, building, and retaining teams of motivated, inspired, and top-performing professionals.

**Areas of Expertise**

 ➜ Value Stream Mapping & Utilization ➜ Process Streamlining & Improvement

 ➜ Multi-site Operations & Organizational Leadership ➜ Organizational & Cultural Transformations

 ➜ Union, Customer & Deal Negotiations ➜ Manufacturing Facility Design & Management

 ➜ Lean Six Sigma & 5S Methodology ➜ Budget & P&L Management

 ➜ OEM & Aftermarket Sales Management ➜ Multi-year Roadmap Development

**Professional Experience & Accomplishments**

**ABC Corporation** – New York, NY 2011 - Present

*Earned promotions to positions of increasing scope, responsibility, and complexity for one of North America’s largest manufacturers of off-road tires manufactured under the industry-leading brands as a direct result of the ability to deliver against aggressive cost, P&L, operations, budget, and performance targets.*

**Vice President of North America Tire & OE Sales** (2017-Present)

Promoted to direct all aspects of North America tire manufacturing operations across four manufacturing and two distribution facilities in five states. Increased scope of responsibility to include OE tire and wheel sales after one year in the role with a $500M P&L. Manage a team of 1,150 direct/indirect reports and four OE sales managers. Created and managed performance to a $7M-$10M capital expenditure budget.

* Negotiated a successful five-year CBA with the United Steel Workers’ Union, leveraging positive union relationships built over time to lead and close negotiations across three unionized facilities.
* Established a centralized mixing facility that improved tire division warranty and quality revenue. Restructured the facility after four years to generate a $4M savings in cost structure.
* Led a companywide product/customer rationalization initiative that improved profitability 10% after conducting an 80/20 analysis of an extensive customer and product base that led to a streamlined external sales organization and the creation of an inside sales role for managing mi-level OE customer sales.
* Member of the executive leadership team charged with developing three- and five-year strategic plans.
* Implemented a buffer stocking strategy and created a flow manufacturing environment for high volume products leading to a 50% improvement in total inventory turns.
* Certified 16 Six Sigma Green Belts across all six facilities, building a Lean Six Sigma team of on-site Green Belts tasked with driving quality, process, and project management improvements at the facility level.
* Consolidated and reorganized distribution/transportation functions and facility footprint, saving $4M in distribution expenses and $1M+ in transportation costs.
* Deployed visual management tools across three tire factories that included team and hourly performance dashboards that provided real-time access to productivity and performance metrics and drove throughput improvements of 20% - 30%.

**General Manager** (2015-2017)

Earned promotion and responsibility for the management and oversight of the DSM Iowa plant operations including safety, human resources, engineering, and technical service functions. Led a team of 475 unionized employees in supporting companywide revenue attainment of $215M+ through efficient and on-time order fulfillment.

* Deployed the first monthly plant scorecard that tracked critical plant metrics and progress vs. goal that became the performance benchmark implemented across all facilities.
* Overhauled plant process and material flow, leveraging value stream analysis at the factory level to optimize manufacturing flow through improved equipment location and material flow.
* Drove a 30% reduction in inventory through the development, negotiation, and implementation of a plant storeroom vendor managed inventory program.
* Implemented a value stream manufacturing process that improved plant efficiency by 36%.
* Defined a root-cause corrective action plan identified the top-three scrap drivers and reduced factory scrap 75%

**Operations Manager** (2011-2015)

Hired into the role of Manufacturing Manager and promoted to Operations Manager in three months to manage day-to-day plant operations. Delivered monthly financial reports to the Division President. Managed a team of 400 direct/indirect reports.

* Improved employee on-boarding process and implemented a six-month new-hire training program to drive a 25% reduction in employee turnover.
* Improved employee morale and engagement by establishing an employee “Impact Award” that recognized and rewarded employees for innovation in safety, quality, and efficiency improvements.
* Partnered with the Union in creating a joint union/company safety committee and program that encouraged and rewarded improvements in safety performance tied to work-related injuries and lost-time incidents.
* Increased plant velocity and reduced backlog to improve on-time delivery by 30%.
* Trained ISO 9001 Auditors and supported the audit certification and recertification audits for maintaining the plant’s ISO certification.

**Board Leadership Experience**

**Board Member** – ABC Corportion, Board of Directors

**Chairman** – 123 Presentation Team, Board of Directors

**President & Former Treasurer** – Executives International Chapter 123

**Education & Professional Development**

University of College, New York, NY

**Master of Business Administration, Organizational Leadership**

University of College, New York, NY

**Bachelor of Science, Production Operations Management**

**Professional Development & Certifications**

Certified Six Sigma Green Belt

Project Management Professional (PMP)

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Or, here’s some other content that might help you with your resume.

* [How to Make a Resume that Gets Past the Bots](https://www.findmyprofession.com/career-advice/how-to-make-a-resume)
* [Best Free Online Resume Builders](https://www.findmyprofession.com/career-advice/online-resume-builders)
* [Best Resume Fonts, Sizes & Colors](https://www.findmyprofession.com/career-advice/resume-font-color-size)

But wait! Don’t forget about your cover letter. A resume without a great cover letter won’t do you much good.

Check out these guides to help with your cover letter:

* [Worst Possible Things to Say in a Cover Letter](https://www.findmyprofession.com/career-advice/worst-possible-things-to-say-in-a-cover-letter)
* [3 Reasons to Send Cover Letters When It’s Not Required](https://www.findmyprofession.com/career-advice/3-reasons-to-send-cover-letters-when-it%27s-not-required)
* [How to Write Cover Letters That Get Job Interviews](https://www.findmyprofession.com/career-advice/how-to-write-cover-letters-that-get-job-interviews)

We wish you the best on your job search journey!