

**NAME**  
Address  
Phone  Email

### **MANAGEMENT: Product Development, Engineering**

Results-driven technical leader with a proven track record of enhancing the performance and profitability of diverse manufacturing organizations. Elevate organizational productivity and efficiency through expert process quality and project management practices. Manage entire product development life cycles, liaising with customers throughout all product development phases to align their needs and requirements with final product design. Ensure quality of product as well as on-time and within-budget completion. Leverage strong communication and leadership skills to spearhead multi-disciplinary teams dedicated to achieving the corporate mission.

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Project Management  Product Development Process  Total Quality Management  Lean Manufacturing  
International Business Management  Change / Priority Management  Systems Design  Control Systems  
Customer Relationship Management  Team Leadership

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### **PROFESSIONAL EXPERIENCE**

#### **COMPANY, Andover, Massachusetts 2002-2008**

Leading worldwide provider of process control solutions for advanced manufacturing processes.

#### **Engineering Manager (2004-2008)**

Provided technical direction in support of flow and pressure control product roadmap, including identification of opportunities for reuse, formulation of design alternatives, and assessment of technical risks. Headed 6-8 month cross-functional development projects involving design, materials procurement, budget, and manufacturability of new products. Spearheaded 10-member multi-disciplinary engineering team. Conducted employee performance evaluations. Cooperated with sales team to promote new products and cultivate customer relationships. Provided post-sales engineering support.

#### **Financial / Operational Highlights:**

- Secured initial order of \$140K through pursuit of \$3-\$10M annual sales opportunity and management of customer evaluation for new products.
- Improved market share of company by developing 2 new products and more than 4 derivative products in 2 years after transforming sustaining engineering group into new product development group.
- Revamped company reputation from 4<sup>th</sup> in Flow Control products industry to #2 in 2-3 years through delivery of products that met and / or exceeded competitor product performance.
- Reduced new product costs by 30% after improving manufacturability, assembly, and reliability.
- Minimized design iterations resulting in time-to-market reduction after training engineers on best design practices for CAD / CAM manufacturing.
- Decreased warranty returns by 25% through expert management of component obsolescence, failure analysis and improvement of 8 released product families.
- Contributed to \$850K gross earnings in 8 months after releasing derivative with no warranty returns.
- Slashed product development life cycle from 3 years to 12-16 months after spearheading team to ensure completion of critical path tasks and adherence to phased product development process.

#### **Project Manager / Mechanical Engineer (2002-2004)**

Headed cross-functional product development teams composed of 8-10 members from engineering, purchasing, manufacturing engineering, cost accounting and quality assurance divisions. Charged with product design, technical analysis and mechanical architecture layout, ensuring adherence to project timelines and product requirements while maintaining quality.

**Financial / Operational Highlights:**

- Generated \$1M in 1<sup>st</sup> year product revenue, increasing to \$2.5M in 2<sup>nd</sup> year, by successfully translating Japanese OEM customer requirements into final custom pressure control subsystem developed in 13 months.
- Initiated transition to production manufacturing after building, testing, and supplying customer prototypes of reactive-gas isolation valve in 3 months.
- Designed and analyzed mechanical assembly of throttling valves for cost as well as thermal and pressure stresses and strains.
- Delivered combined pressure controller and throttle valve product in 5 months after skillfully leading multi-disciplined engineering team in design and development of evaluation device.
- Earned \$1.5M in 1<sup>st</sup> year revenue through successful 6-month completion of the entire project life cycle of a new pressure control system.

**COMPANY, Boston, Massachusetts □ 2000-2002**

Supplier of Automatic Test Equipment to semiconductor, electronics, automotive and network systems businesses.

**Mechanical Engineer**

Served as liaison between Mechanical and Electrical Engineering groups in development of next generation test platform and as point of contact for all mechanical aspects of PCB outline drawings and structural integrity after assembly into test head. Reported to Mechanical Engineering Manager.

**Operational Highlights:**

- Minimized response time by 50% and overshoot to less than 2% after leading project to develop control algorithm for electro-mechanical / pneumatic actuation system.
- Conducted 6-sigma tolerance analysis to verify reliable PCB to backplane assembly.
- Prepared complex PCB outline drawings, implementing DFM techniques and Best Known Methods.
- Secured successful ISO audit evaluations for 2 consecutive years through leadership of quality improvement team on development of systematic calibration process.
- Performed Finite Element Analysis on impeller housing for optimization of design for cost.
- Developed, tested, and assessed PCB packaging and heat sinks for electrical components.
- Proposed design changes to released assemblies for cost reduction and improvement of overall performance.
- Improved design of mating assemblies to ensure repeatable and reliable assembly through use of guide pins to engage and position parts prior to manufacturing.

**COMPANY, Natick, Massachusetts □ 1998-2000**

Worldwide developer and supplier of software for technical computing and Model-Based Design.

**Associate Applications Engineer**

Delivered post-sales consulting services to clients. Developed training materials for distribution on CD-Rom and via Internet as well as an internal web-based Frequently Asked Question database for sales representatives. Conducted onsite customer training on mathematical programming environment as well as block diagram-based modeling and simulation software programs to more than 75 end-users at Ford, GM, Lockheed Martin, Delphi, etc. Evaluated real-time product software for targeting industrial PC systems. Designed and built data acquisition demo leveraging Data Acquisition Toolbox as well as real-time computer control for radio-controlled car.

**EDUCATION**

**Master of Business Administration** – University, Amherst, Massachusetts  
**Bachelor of Science in Mechanical Engineering** – University, Boston, Massachusetts

**PROFESSIONAL DEVELOPMENT**

SolidWorks / Pro/Engineer Training □ Fuel Cell Conference □ Total Quality Management  
Strategic Thinking, Planning and Deployment  
Quality Improvement Training □ Interview Training Workshop