



MANAGEMENT PROFILE

Finance Director with notable success creating strategies and processes that generate dynamic gains in financial and operational performance. Expert in translating organizational objectives into actionable plans and strategies focused on maximizing profitable growth, sustainability, and shareholder value. Highly effective around strategy planning, procurement, and supply chain management. Persuasive speaker and influential presenter capable of interacting effectively across all levels of the organization.

LEADERSHIP ASSETS

Financial Analysis/Research	Restructuring/Implementation
Business Funding Acquisitions	Operational/Cost Efficiencies
Process/Performance Improvements	Cross-Functional Team Oversight

Personally Selected for Strategic Management Business Team
Financial Lead for A-23 Bankruptcy Valuation
Director of JSC Power Solutions Global Standardization
Integral in Launch of New Product for Josephson Smith
Active Participation in the Engineering Management Program

PROFESSIONAL EXPERIENCE

JOSEPHSON SMITH CONTROLS, POWER ADVANCE, Lakeland, FL

2007 to Present

Product Finance Director, JSC Power Solutions 011-Present

Set vision and course and manage a high-performance global team charged with implementation of product financial management, with a primary focus on standardization. Deliver product cost estimates, business cases, rate development, and costing activities to support current and future manufacturing, purchasing, and engineering objectives globally. Engage in a wide range of team building and development activities in support of the Europe and Asia Pacific team to foster a global culture and enhance communication and collaboration. Develop Europe and Asia Pacific rate templates to support new/proposed manufacturing locations.

SELECTED ACHIEVEMENTS:

- ▶ Engaged in in-depth financial analysis and successfully developed **a comprehensive future strategy for products and processes** related to L/lon Business.
- ▶ Implemented strategies that were successful in gaining financial approval for capital expenditures in support of a new L/lon facility for **\$150 million based on a Determination of Entitlement**.
- ▶ **Devised and implemented a global methodology** to support key initiatives.

Account Finance Manager, JSC Power Solutions, 2010

Conducted complex costing activities, research, financial analysis, and rate studies in support of current production, as well as future business programs and initiatives. Tracked program costs and variances, including piece cost, recovery, tooling and capital.

SELECTED ACHIEVEMENTS:

- ▶ Successfully **defined a system-level cost and price output format** that was designated the standard for new quotes and current business cost roll-ups.
- ▶ Led the financial improvement process to achieve fiscal year commitments **through program roadmap implementation**.
- ▶ Developed and **tracked a program roadmap to drive the team to achieve targets** and ensure cell change financial impacts were cascaded to the appropriate programs to determine the impact and support the multimillion-dollar financial management project.

Product Finance Manager, Automotive Platform, 2007-2009

Maintained performance excellence through leadership in innovation and delivery of distinctive technical applications and processes. Devised and implemented strategies that maximized cost control, improved supplier negotiations, and increased product cost effectiveness.

SELECTED ACHIEVEMENTS:

- ▶ Implemented strategies to increase the focus on commercialization of new products and achieve 10% of revenue from new products by 2010 by **identifying customer needs and bridging product gaps**.
- ▶ Recognized for providing comprehensive financial analysis that **supported a plant consolidation and US/Mexico footprint study**.
- ▶ **Designed a template/tool that streamlined operational input** from Advanced Engineering Platform and enabled quick review of program roll-ups and accurate details for business units.
- ▶ **Developed cost models for wire harnesses, back panels, and seat heaters** that were based on detailed benchmarking exercises and on-site time motion studies.
- ▶ Led supplier negotiations to **successfully obtain an agreement to benchmark cost model**.
- ▶ **Significantly reduced commodity spending**, developed market understanding for quoting, reduced SKUs, and created optimum cost-effective products.
- ▶ Employed detailed understanding of product and processes for numerous business units to **develop a cost and transfer price for complex front seat structures**.

AUTOCORP COMPONENTS, Saline, MI

2002 to 2007

Business Planning Restructuring and Implementation Manager, 2007

Next Gen Platform Manufacturing Engineer, 2002-2007

Engaged in a wide range of activities focused on restructuring and business planning expertly develop cost proposals, devised transfer plans, significantly cut costs, and supported future business initiatives. Applied Manufacturing engineering expertise to execute numerous high-profile initiatives.

SELECTED ACHIEVEMENTS:

- ▶ Authored cost proposal and successfully gained approval from senior executives for **planning to restructure plant to reach goals for a competitive, sustainable, and saleable entity**.
- ▶ Developed a compressive plan for transfer of interior business that **increased overall plant capacity by 50%**.
- ▶ Earned recognition for **identifying \$3 million in annual net savings**.
- ▶ Devised strategies to **significantly reduce costs, minimize indirect labor, and increase material handling efficiencies** by optimizing product placement, point-of-use materials, and plant-wide material flow.
- ▶ **Delivered expert cost bid analysis in support of aggressive pursuit of core business** engaging in a global market test for facilities tooling and labor costs.
- ▶ Obtained and implemented \$4 million in facilities to successfully launch redesigned product.
- ▶ Managed cross-functional launch coordination team composed of product developers, product and equipment suppliers, and vehicle operations to **successfully launch panel assembly at Job # target**.

EDUCATION

WAGNER STATE COLLEGE, Detroit, MI 2006

MS, Engineering Management

LAKELAND UNIVERSITY, Bethlehem, PA, 2002

BS, Industrial Engineering

PROFESSIONAL DEVELOPMENT

Engineering Management Master's Leadership Program

TECHNICAL SKILLS

SAP, HFM, Microsoft Office Suite, AutoCAD, 8D Problem Solving Methodology