MARK MICHAUD

GENERAL MANAGER - MANUFACTURING

BA HBA MBA

"OPTIMIZING VALUE AND IMPROVING EFFICIENCY WITHIN THE OPERATION"

Results-driven General Manager with 15+ years of progressive accountability in plant management coupled with strong background in finance, accounting, and economics. Adept at identifying and implementing strategies within internationally competitive environment. Turnaround expert with solid education; uncovers ways to expedite freight, improve quality, and decrease labor costs. Focused on the bottom-line; eliminates waste and strategically implements Six-Sigma Black Belt training in Lean Manufacturing. Systematically advances multi-million dollar, North American operations on behalf of global leaders in the manufacturing industry.

Core Competencies

- Lean Implementation
- Six-Sigma Implementation
- Operational Management
- Budgeting & Forecasting
- Tactical Planning & Leadership
- Strategic Planning
- Change Management
- Process Re-engineering
- Kaizen Systems
- Kan Ban Systems
- TS16946
- OHS 18000

Featured Results

Owned profit & loss (P&L) responsibilities for multi-million dollar manufacturing plants:

Doubled pressroom output, improving productivity 20%

Re-aligned plant operations to go from a 14% loss to a 12% profit

Shrunk breakeven point by nearly half moving it from $6M to $2.1M

Eliminated losses of $500-$750K then increased profits an additional $500K

Reduced labor costs from 13% of sales to just 8% - exceeding P/M industry standards

Operational Excellence

North American Plant Manager 2004 to present

MAJOR METAL PRODUCER

World leading metal producer 7000 employees; 30 locations on five continents

- Restored profitability to 12%, from a deteriorated 14% loss after re-aligning plant processes and business objectives.
- Piloted the profit and loss (P&L) responsibilities for multiple North American plants up to $120 million operations.
- Consolidated numerous facilities to achieve overall North American profitability, as part of the leadership team.
- Spearheaded numerous launches at the plant level involving 5-Speed and 6-Speed Transmission.
- Achieved world-class levels of 3 PPM after streamlining plant; ensuring Quality Management System (QMS) was effectively implemented.
- Identified opportunities to improve value add in operations, leading to successful increases in shareholder and stakeholder value.
- Slashed operational expenses after careful analysis, resulting in a savings of more than $23.5 million in four years.

FOCUSED ON QUALITY AND EFFICIENCY

12 Any Street, Vancouver, BC Canada | (250) 123-4567 | Mark Michaud | http://www.linkedin.com/in/markmichaud

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Plant Manager 2002 to 2004

AUTOMOTIVE PARTS MANUFACTURER

One of the world's leading providers of automobile engineering solutions and components. 80,000 employees, 290 manufacturing sites and 39 R&D centers in 40 countries

- Directed $320 million in sales and 700 employees to improve delivery performance 67% and labor efficiency 17% in fewer than 36 months.
- Re-engineered plant procedures to re-establish profits (128%) after generating a previous 17% loss; ensured Quality Management System (QMS) was effectively implemented in each area.
- Eliminated QS 9000 probation by addressing customer concerns, implementing strategic changes and reducing returns by 800 PPM.
- Counseled management team to handle employee and union issue; leading to early signing of a three-year union contract that substantially benefited the company's bottom-line.

Plant Manager 1999 to 2002

TIMMINCO METALS CORPORATION

Global leader in development and production of metals with more than 70+facilities in 32 countries

- Achieved 150% of flex budget after designing and implementing yearly plant budget.
- Improved throughput by 45% and labor efficiency by 32%.
- Orchestrated a re-write of the Quality System, post-buyout.
- Ensured compliance with safety, environmental and employment regulations and initiated 14001 registrations.
- Improved customer relations by coordinating efforts with sales and marketing management.

Previously held positions:

Manufacturing Manager 1997 to 1999

NETHERCOTT & SONS MANUFACTURING

Plant Supervisor 1994 to 1997

BC AUTOMATIVE

Education

Master of Business Administration 2010

Stanford University

Honors Business Administration, Accounting Major 1999

University of British Columbia

Bachelor of Arts, Economics Major 1997

University of British Columbia

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Strategy – TORI Career Changer

The automotive sector has seen significant changes this past year. Many executives find themselves looking for work in an industry outside of their own.

Focusing on the client's operational excellence, we worked together to feature his experience, education, and quantifiable results and avoid (where possible) identifying his experience in the automotive sector. Articulating his general management skills that produced impressive results for his employers landed this client four job offers within five weeks of his job search.