

* SENIOR OPERATIONS EXECUTIVE *

Drive Exceptional Business Performance through a Tenacious Quality Focus and a Devotion to Manufacturing Operations Excellence

Professional integrity, a big-picture focus, and a history of driving significant gains in profitability are the cornerstones of a career distinguished by sustained accomplishments. Respected as intuitive start-up and turnaround strategist, and record-breaking implementation leader. **Possess global manufacturing perspective** with 15 years' experience in the International arena with partners, suppliers, and contract manufacturers, including 5 years' residence in China. **Conversational Mandarin.**

- **Identified as top-performing Manager** and handpicked to tackle the toughest assignments; rocketed through positions of increased responsibility at ABC. Formulate performance metrics, strategic plans, and sustainable processes **enabling companies to achieve unparalleled success.**
- **Grew Shanghai manufacturing site output 942% in 5 years—site 37+% of business group's total revenue.** Final production output represented a \$1M per-day business revenue generator.
- **Experienced in acquisition integration**, including multicultural manufacturing and distribution processes. Planned and realigned organizational initiatives to position company for high growth.
- **Supported and ramped to volume 30+ new product introductions** across different markets and technologies.
- **Lead by influence**, as well as authority, to build strong collaborative organizations among competing resources while **developing top-notch multidisciplinary teams that reliably deliver.**

CAREER HIGHLIGHTS IN U.S. & GLOBAL MANUFACTURING MARKETS

XYZ TECHNOLOGIES, Inc., Palo Alto, CA 1998 – 2005

XYZ specializes in tools and technologies that drive productivity across the communications, electronics, life sciences, and biotech industries with 28K+ employees worldwide and \$10B+ in annual revenue (a spin-off of ABC, Inc.)

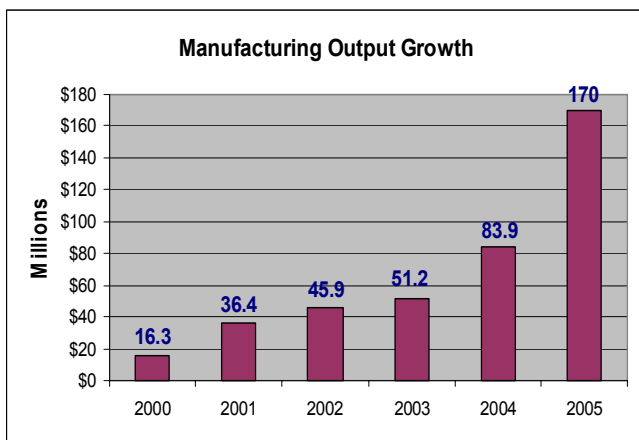
Manufacturing Senior Manager, Shanghai, China – 2000–2005

Challenge To build a world-class manufacturing entity out of a state-owned enterprise and to integrate organization into the global order fulfillment business.

Management Overview Negotiated, agreed, and executed cooperation among 3 sites for 5-year strategic product transfer. Steered operational efficiency improvements and provided growth engine for operations.

Goal To become the XYZ site of choice through exceptional performance.

SHANGHAI, CHINA SNAPSHOT
Total organization – 250 employees
Manufacturing size – 150 employees
\$350M in legal revenue from a 10K square meter distribution center
\$136M+ annual material procurement



— PERFORMANCE BENCHMARKS & MILESTONES —

- Reduced overall headcount from 176 to 142 and decreased inventory days of supply from 120 to 51.
- Completed 47 product transfer projects on time under budget, and with improved product quality.
- Improved material cost reductions from 1% to 5%, meeting an 8.7% reduction that reduced cost of sales 1.2% in 2005.
- **Skills development process and format became site standard in all departments.**
- China Manufacturing recognized at Board of Directors' meeting as competitive advantage for the critical China market * efforts.

CAREER HIGHLIGHTS IN U.S. & GLOBAL MANUFACTURING MARKETS (continued)...

XYZ TECHNOLOGIES, INC., Palo Alto, CA

1998 – 2005

Materials Manager, Denver, CO – 1998–2000

Challenge To revitalize stagnant team while delivering critical business result — **material cost reduction of 3%**. Team supported new product and production materials for 15 distinct business units within ABC.

Management Overview Introduced 7 new products with no materials-related delays, while managing 13 additional products in process and on schedule.

Goals To empower teams to focus on core issues — new products, cost reduction, assurance of supply — and to identify outsourcing companies for context products and processes.

— PERFORMANCE BENCHMARKS & MILESTONES —

- **Delivered 5.37% total cost reduction to 4 major business units and at least the required 3% to the remaining 11 minor units.**
- Improved overall assurance of supply to lines from 63% to 90+%.
- **Developed cohesive, proud team that delivered; celebrated early results and wins.**
- Established outsource plan with Mexico and Singapore for 7 products generating excellent results.

“Abby expects the best from those around her and, by example, gets it. We were given a seemingly impossible task, and she brought together a team which met and exceeded expectations. She expects and respects disagreements and manages to turn these into team-building opportunities.”

— Senior Buyer, XYZ Technologies, Inc.

ABC, Inc., Palo Alto, CA

1984 – 1998

ABC is the world’s largest IT company with operations in 170 countries, a team of 150K employees, and sales of \$80B.

Production Manager, Denver, CO – 1997–1998

Manufacturing Development Engineer – 1995–1997

PhotoIntel Division formerly Silver Springs Home Imaging Division

Challenge To design, justify, install, and implement a new factory for Photo scanner launch. **First engineer hired** when product design was mere sketches on paper.

Management Overview Negotiated for available floor space to develop a Greenfield operation. Collaborated with R&D to fully understand product design; and with Marketing to establish product launch date, expected ramp rates, stable volumes, and sales distribution forecasts.

Goals To ensure stability and to maintain high quality standards at strong delivery volumes.

— PERFORMANCE BENCHMARKS & MILESTONES —

- **Total factory installation and capital costs less than \$7M vs. target of \$12M.**
- Achieved target productivity on all shifts within 60 days.
- **Day 1 product turn-on rate 78% vs. expected target of 40%.**
- **Long-term turn-on rate, 97.5%; previous best average for similar product, 47%.**
- **First product roll after 11 months;** easily integrated into manufacturing floor allowing for dual production and ease of introduction.

FACTORY EXPECTATIONS

Ramp product from \$0 to \$500M in less than 9 months.

Produce a good unit every 15 seconds for 2 shifts working at full capacity within 70 days.

Design criteria for factory delivered to total factory team – simple, flexible, and modular to accommodate critical optical alignment tools in a class 10000 clean room.

“This was the best manufacturing effort I have ever seen from any team in my 27 years.”

— Lead Design Product Engineer, ABC, Inc.

PREVIOUS POSITIONS WITHIN ABC, INC., Palo Alto, CA

Manufacturing Development Engineer

Denver Hardcopy Division Flatbed Scanners – 1994–1995

Fresco Printer Division Disc Drives and Surface Mount Center – 1992–1994

Industrial Engineer – 1990–1992

Silver Springs Industrial Division, Multi-Meters, Custom Test Systems

Manufacturing Process Engineer – 1984–1990

Colorado Springs Division, Logic Analyzers, Test Systems

— EDUCATION & PROFESSIONAL DEVELOPMENT —

Bachelor of Science, Industrial and Systems Engineering
University of Florida, Gainesville, FL

Manufacturing Management Masters
National Technology University

PROFESSIONAL & MANAGEMENT TRAINING

(ABC and XYZ Technologies)

Value Chain: Managing the Cost of the Supply Chain

Six Sigma Training ▪ Lean Manufacturing

TQC Instructor

“Climbing Your Own Everest” Leadership ▪ Optima Performance Coaching
Fundamentals for Leaders ▪ 7 Habits of Highly Effective People
Decker’s Effective Communication ▪ Conflict Management
Dialogue Training ▪ Covey Leadership

PROFESSIONAL ASSOCIATIONS

Institute of Industrial Engineers (IIE)
Institute for Supply Chain Management (SCM)
International Who’s Who of Business

KEYNOTE SPEAKER

“Start-Up Business Challenges,” Technical Women’s Conference, Ft. Collins, CO – 1996

BUSINESS PHILOSOPHY ...

As an influential leader with a record of initiating change, I consistently deliver results in reduced costs, increased quality, and increased profitability. My passion for working in manufacturing provides a resolute energy that springs from raising levels of performance through goal-oriented teams with unmatched loyalty. I am intrigued by the unique qualities of individuals and recognize that the secret to great teams is casting by individual strengths. A strong discipline and the diffusion of innovative solutions through actionable knowledge lead to solid performances even in the midst of economic turndowns.

— Abigail Laurent

ABIGAIL LAURENT

Evaluation of Executive Resume Strategy

Challenge: To position this dynamic Operations Executive by showcasing her Shanghai achievements for *immediate* impact.

Action: Created Page 1 as a “networking” résumé — a page that could stand alone if the client wanted to showcase *current* manufacturing experience.

Designed an Excel graph to clearly show the yearly trend of increased manufacturing output, proving that this Executive could build a successful world-class manufacturing entity in a short period of time.

Results: Client has had 20 phone, exploratory, and official interviews and is being extremely selective.

Comments received from a recruiter about the résumé ...

“I practically pull teeth to get bottom-line results on a client’s résumé. I like the fact that the data and numbers are *right there*.”