

**CAREER SUMMARY**

Executive career in **operations and manufacturing management** spans world-class enterprises, multinational manufacturing organizations, and entrepreneurial ventures, with consistent success in **improving performance and profitability**. **Extensive International and Pacific Rim experience.**

Accustomed to direct cross-border operations and managing multicultural workforces. Lived and worked in Hong Kong for three years, worked in Asia for three+ months annually for seven years. National and global customers have included **Johnson & Johnson, Kraft, Wal-Mart, Target, Kmart, Tesco, ToysRUs, BHS, Carrefour, and Prima.**

Credited with personal contributions to **improving enterprise decision support, internal / external customer service, profitability, and operational performance** through a series of decisive management interventions including:

- **Delivered 10% improvement in profit margins and 25% reduction in COGS** by transferring production from Thailand to China, controlling materials costs, and systematically closing offices (South Korea, Sri Lanka, Thailand).
- **Raised profit margin 8%** on single \$4 million order through effective materials sourcing. Located lower cost sources of materials without changing performance or quality.
- **Improved staff performance in critical areas** — sourcing, negotiating, scheduling, time management, shipping document generation — through effective training / cross-training, time management, coaching, and motivation.
- **Worked with outside consultants to design, design, develop, and deploy enterprise-wide Order Tracking System** delivering access / transfer of critical production, finance, and customer information among all remote offices and corporate headquarters.

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**EXPERIENCE & EDUCATION**

- **VP Operations** — Commonwealth Toy & Novelty, New York, New York — 1995-2003
- **Director, Far East Operations** — Commonwealth Toy & Novelty, Hong Kong — 1993-1995
- **President** — Soft Paws, Inc., Visalia, California — 1990-1993
- **Plant Manager** — Dakin, Inc., Lindsay, California — 1977-1990
- **Supervisor, Planning** — Mattel, Inc., Hawthorne, California — 1970-1977

**MBA** Quantitative Studies (University of Washington), **BS** Business Admin (Fresno State).

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**OBJECTIVES**

- Chief Operating Officer, Global Enterprise
- Senior Management Position in Operations or Manufacturing, Global Enterprise

**TARGET INDUSTRIES**

- Consumer Goods
- Toys/Games
- Apparel
- Giftwrap/Decorations
- Footwear
- Procedure Packs

**LOCATION PREFERENCE**

- New York Metro Area
- Hong Kong
- Shanghai, China