

[0043 "Engineer 4"]

**JACK JEFFERSON**  
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A highly accomplished engineer with a strong history in directing manufacturing operations and program management. Generated \$72 million in revenues and created nine new products.

- Led the startup of a product support group for repair and upgrades of previously sold electrical and mechanical equipment. Generated \$9.5 million in revenues within 14 months.
- Directed a manufacturing cost reduction program with \$30 million in savings on military aircraft production. Received a corporate commendation.
- Served as a member of the marketing and technical sales team for military aircraft and made presentations to six foreign governments.

A self-directed leader with excellent problem-solving, customer service and sales skills who is innovative in identifying new business opportunities.

### **SIGNIFICANT ACCOMPLISHMENTS**

- Successfully completed the manufacturing of an experimental aircraft power transmission ahead of schedule. Realized a profit margin of 42% from an anticipated loss of \$500,000 on a \$7.8 million contract.
- Created a new product line of modular shelving for electronic equipment for use in commercial aircraft. Generated \$500,000 in revenues within six months.
- Created company policy positions on shared proprietary design, rush orders and customer requested engineering development costs.
- Introduced the use of plastics and composites in lieu of metallics for product improvement and reduced manufacturing cost by 50%.
- Standardized the automated computer aided design and drafting (CADD) software used by seven engineers, and installed a network system.
- Provided technical engineering consulting to evaluate new product development requests.
- Initiated a shop router form with specific assembly instructions, reducing manufacturing time by 40% and material scrap by 15% on four product lines.
- Established a tracking and record-keeping system to manage engineering documents and configuration management procedures.
- Established a program management department and formalized the company's cost/schedule control techniques.

### **EXPERIENCE**

**Henderson International, Inc.**, Santa Fe Springs, California

2002-2006

#### **Director of Engineering**

Managed the manufacturing of aircraft avionics installation equipment for an \$18 million company. Supervised seven engineers and 23 support staff.

**TXR Corporation, Space and Defense Sector**, Commerce, California

1999-2002

#### **Senior Program Manager**

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Responsible for \$37.3 million in contracts for eight programs that built 59 satellite propellant management systems.

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**Sperling Aerospace Corporation**, City of Industry, California

1989-1999

**Business Development Manager/Program Manager**

Responsible for designing, developing and certifying production of mechanical aircraft systems hardware. Created marketing plans, negotiated contracts and directed \$158 million in programs for aerospace manufacturing.

**Mavison Corporation, Aircraft Division**, Hawthorne, California

1995-1989

**Advanced Systems Engineering Manager**

Managed the advanced systems engineering development department and supervised 235 staff. Directed the preparation of specifications and hardware design for advanced technology aircraft systems.

**PRIOR EXPERIENCE**

Held various positions as an engineer and consultant for leading manufacturing firms in the commercial and aerospace industries.

**EDUCATION**

**California Institute of Technology**, Pasadena, California

**Bachelor of Science, Aeronautical Engineering**

**Alexander Hamilton Institute**, New York City, New York

Business Management Certificate

**American Graduate University**, Covina, California

Graduate level courses

**PROFESSIONAL AFFILIATIONS**

Survival and Flight Equipment Association

Aircraft Radio Incorporated (ARINC)

Society of Automotive Engineers