

JACK JEFFERSON
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A versatile manufacturing and engineering professional who has directed the development of more than 60 products that resulted in sales of \$50 million, and managed business units that generated contribution margins in excess of 20% of sales. Possesses strong operations, quality, project management and team building skills.

EXPERIENCE

William International, Inc., Westlake Village, California 2000-2007

Business Unit Manager, Ultra High-End Factory (2003-2007)

Managed the startup of a speaker production department to produce top-of-the-line JBL and Infinity speaker systems.

- Created a business plan that included plant layout, facilities, equipment requirements, staffing and purchasing. The business began shipping finished products within six weeks and sales grew from zero to \$5 million in less than three years.

Business Unit Manager, Lacquer Department (2002-2003)

Brought in to revitalize an unproductive manufacturing department with a staff of 40. Reorganized operations, effecting an increase in output from \$100,000 to \$1 million per month.

- Installed new production and test facilities for a new product line which had been overdue for implementation. Production was flowing in one month.

Director of Quality, Infinity Systems (2000-2002)

Managed quality assurance operations for the corporation's flagship product line with growing sales of \$70 million.

- Authored and implemented systems and procedures which guaranteed new product integrity and reduced defects on the existing product line.
- Set up a facility for non-destructive reliability testing of electronic assemblies and established standardized criteria for vended parts.
- Developed and presented training programs which dramatically improved the competence of quality assurance inspectors and customer service technicians.

Vegas Productions, Inc., Simi Valley, California 1996-2000

Director of Production Engineering & Quality Control

Recruited to establish a production engineering group and revitalize the quality control department. Re-staffed the department, defined test procedures, improved test facilities and instituted stringent vendor requirements.

- Reduced major defects from 15% to 2% through the implementation of new assembly equipment, redesigned jigs/fixtures, training of assemblers and statistical process control.
- Authored and chaired a new product development system, resulting in reduced concept-to-market time and assurance of product integrity.
- Established criteria and qualified subcontractors in Mexico, Denmark and Australia to build products under license.

JACK JEFFERSON

Page Two

Audio, Inc., North Hollywood, California

1991-1995

Director of Project Management (1993-1995)

Successfully orchestrated several multi-million dollar contracts with major clients including North American Philips, Quotron Systems, Control Data, Compaq and NCR for a manufacturer of computer monitors with sales of \$25 million.

- Reduced concept-to-market time through new product development procedures for branded and OEM products.

Manager of Engineering Administration (1991-1993)

Combined document control systems from three different divisions into one efficient system for drawings, bills of material and test specifications.

- Implemented development procedures which brought accountability and respect for schedules within the engineering department.
- Managed submissions of display products to UL and CSA for accreditation.

Williams International, Inc., Westlake Village, California

1986-1991

Manager of Engineering (1988-1991)

Reorganized the engineering department to be more responsive, resulting in a 400% increase in the number of new products developed.

- Instituted controls to bring the budget out of the red while providing the department with advanced test equipment.
- Coordinated with marketing, quality and manufacturing to implement procedures, assuring products met quality and cost requirements.

Senior Transducer Engineer (1986-1988)

Engineered several new transducers and speaker systems. Successfully conducted nine productivity and cost reduction projects and represented engineering on the Change Control Board and Material Review Board.

PRIOR EXPERIENCE

Began professional career as an acoustics engineer for speaker companies located in New York, California and Indiana with OEM, consumer and commercial products. Progressed to engineering management for a company with \$20 million in sales and later became General Manager responsible for a start-up audio manufacturer.

EDUCATION

University of California, Los Angeles, Los Angeles, California
California State University, Northridge, Northridge, California
State University New York, Stone Ridge, New York
U.S. Coast Guard Electronics School, Groton, Connecticut

Master of Business Administration
B.S., Industrial Management
A.S., Electronic Technology
Electronics Tech. 3rd Class

Other Courses: Plastics Technology, New York University; Adhesives Seminar, Loctite Corp.; SPC Class and TQM Seminar, American Society for Quality Control; and Demand Flow Technology, Worldwide Flow College

PATENTS

Slide Potentiometer, Granted 1989

[0102 "Production Manager"]

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Quick Change Dispenser, Applied For 2006