

[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

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