

[176 "Engineer 8"]

JACK JEFFERSON
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A successful engineering professional who has 16 years of progressively increasing responsibilities in the creation of refrigeration, heating and air-conditioning products, components and systems for Fortune 100 companies. Created products that have sold more than \$200 million with gross margins of up to 70%. Developed and implemented cost-saving innovations that have saved more than \$106 million.

Expertise includes outstanding product management, business development, P&L management, leadership, product design, marketing, analytical, cost control and budgeting skills. Additional strengths include technical skills in electrical and electronic design.

EXPERIENCE

CDC Corporation, Providence, Rhode Island

2005-2007

Manager of Engineering

Managed design, manufacturing and facilities engineering for a manufacturer of industrial heaters and air conditioners with total annual revenues of \$200 million. Oversaw a staff of 20 engineers, designers and technicians.

- Reduced labor costs by 25% while increasing on-time delivery from 50% to 91%.
- Improved the company's costing system for tracking labor efficiencies, which permitted better control over the company's costing of products, services and materials.
- Redesigned 35 product models into eight new models, allowing a wide range of economies throughout manufacturing.
- Managed the turnaround of a losing division with a profit swing of 70% in 10 months.
- Introduced concepts that contributed significantly to the reduction of backlog while increasing the overall capacity of existing facilities by 30%.
- Reduced raw materials and work-in-process inventories by 82%.

Freezing Technologies Corporation, New York, New York

2000-2005

Global Product Manager, Commercial Refrigeration Division (2003-2005)

Integrated acquisitions and managed product strategies for new business in the company's commercial refrigeration division with \$2 billion in revenues.

- Conducted make or buy analyses concerning potential acquisitions. Saved more than \$120 million by creating an engineering design and manufacturing team that designed new products in lieu of purchasing competitive companies.
- Integrated 21 control models into a global platform that increased the use of internal products in manufacturing for eight business units. The profitability of the finished products improved through the use of lower cost in-house components.
- Created and managed a commercial controls automated production line that generated \$32 million in sales with a 40% gross margin and sold components to the Electronics Division at a price 20% lower than external sources. Controlled 55 SKUs, design features, recruitment and training of staff, budgeting, pricing, and management of the entire product line.
- Participated on a task force that worked closely with Albertson's and other supermarket chains for future automation of their freezers. Provided electronics expertise for these initiatives.

Freezing Technologies Corporation, Continued

Project Manager, Commercial Refrigeration Division (2000-2003)

Managed a new product introduction team that applied computerized control system technology, eliminating costly mechanical designs. This technology provided faster and more efficient controls, saving 57% on warranty claims. Component features were standardized, permitting automated production.

- Invented and patented a unique demand defrost algorithm that reduced energy consumption by 15% and increased product shelf life by 50%.
- Integrated final performance and functional testing as part of the assembly line, including the design of a computerized testing process. This reduced test cycle times by up to 3,000%.
- Designed and developed process controls and software tools to create and maintain software, reducing design cycle times by 45% and field failures by 30%.
- Developed an automated software validation and qualification system that verified new software. This new system reduced software reliability test time to hours instead of days.

J&J Refrigeration, Nashville, Tennessee

1991-2000

**President & CEO
Vice President of Operations**

J&J Refrigeration was a service business providing refrigeration installation, repairs and maintenance to 25 ice storage facilities. The company specialized in networked computerized parallel refrigeration systems and commercial remodeling. Provided on call service 24/7. Managed up to 25 technicians and a service fleet of seven trucks.

- As general contractor, provided applications and design of refrigeration systems, motor room architecture and floor plans.
- Supervised the replacement of refrigeration systems in six large ice storage facilities.

EDUCATION

University of Tennessee, Nashville, Tennessee

Master of Science, Engineering

University of Georgia, Atlanta, Georgia

Bachelor of Science, Computer Engineering

AFFILIATIONS

Institute of Electrical and Electronics Engineers
University of Georgia Alumni Association
University of Tennessee Alumni Association
Chamber of Commerce, Providence, Rhode Island