

(SAMPLE TECHNICAL/MANAGEMENT FAB)

PETER PUMPER

For Excel Pump Company

FEATURES, ACCOMPLISHMENTS, & BENEFITS

<p>FEATURES <i>(Facts – responsibilities and duties)</i></p>	<p>ACCOMPLISHMENTS <i>(What I have already accomplished and how I have achieved it.)</i></p>	<p>BENEFITS <i>(To new employer)</i></p>
<p>Baker Pumps – Australia Transferred to Australia as General Manager Pump Division. Division was operating in a loss position. Specific responsibility was to run this around to a profitable position. Duties include total P&L responsibility, overseeing manufacturing, engineering, sales and marketing, and administration. Total of 400 employees with annual sales over \$100M.</p>	<p>In 24 months the 28% loss was brought to a break even position by:</p> <ul style="list-style-type: none">• Identifying manufacturing problems at pump assembly / test shop and elastomer molding shop. Corrected by introducing QA and hiring qualified supervising staff.• Rationalized sales force by canceling ineffective distribution system and installing direct sales organization in all key market regions.• Reorganized sales force support staff and directed focus to key market of after-sales and service.• By marrying existing Australian manufacturing capability with latest product developments provided from parent USA company, was able to create at low capital cost, new products more suited to current market needs. <p>As key member of Australian senior management team, reduced overhead expense by 24%. This was accomplished by:</p> <ul style="list-style-type: none">• Relocated division’s operation to permit manufacturing, engineering, marketing and administration to be located in one plant with resulting savings in reduced overhead expense.	<p>My broad management experience and financial planning ability permit me to offer the capability to work within framework of financial goals and objectives, identify problems, define and implement solutions, recognize and capture opportunities, and manage the action to achieve corporate objectives in a technical and manufacturing environment. My knowledge of pumps and their application is an asset to your company.</p>
<p>Baker Pumps Canada The sister divisions of Excel Pumps and AAA Pumps were merged to form a new company. As General Manager, was responsible for managing this merger. As Divisional Manager had total responsibility of all manufacturing operations, including engineering, purchasing, shipping and receiving, quality control, sales and marketing, etc. Total reports 100. Sales volume of \$25M.</p>	<p>New division was operated as a cost center of the parent USA company. Merger to two divisions was realized at a 40% cost, achieved by:</p> <ul style="list-style-type: none">• Rationalizing staff requirements within constrained budget levels.• Keeping focus on key market areas by providing back to basics attention to customer need and service.• Redefining sales areas and recognizing where sales by distribution agents were required and where direct sales was best. Gained better control of market opportunity.• Negotiated move of unrelated sister division into available spare office and warehouse space to realize reduced overhead cost by both companies.	<p>My ability to plan for major structural change within an organization, and to manage the actions to effect change. To do so while still keeping focus on day to day business and keep costs under control, while also continuing to serve market needs, is experience that can only strengthen your management resource base.</p>

<p style="text-align: center;">FEATURES <i>(Facts – responsibilities and duties)</i></p>	<p style="text-align: center;">ACCOMPLISHMENTS <i>(What I have already accomplished and how I have achieved it.)</i></p>	<p style="text-align: center;">BENEFITS <i>(To new employer)</i></p>
<p>AAA Pump Company, a division of Baker Pumps, manufacturing Slurry Pumps primarily for the mining industry. Promoted from Regional Sales Manager to Division Manager with complete responsibility for the operation and profit of the division. Total responsibility for manufacturing, engineering, sales and marketing and administration. Total sales volume of \$25M including 2 plant locations of 42 direct reports.</p>	<p>In difficult economical status of early 1980's, was able to maintain Canadian division in positive contribution level with positive return on investment in Canada, achieved by:</p> <ul style="list-style-type: none"> • Expanding Canadian manufacture by increasing manufacturing capability of elastomer molded slurry pumps parts. Benefited from higher gross margin these items. • Devising method of creating urethane component molds using finished product as templates was able to produce low cost spare parts permitting ability to maintain market share in competitive small item parts market subject to pirate activity and competition. • Maintaining tight fiscal budget control. Was able to accept a \$1M manufacturing order for flotation machine parts, which, because of EDC financing, required high Canadian manufacture content. Because of tight schedule requirement and revised manufacture techniques to handle the unfamiliar product, it was necessary to substantially increase staff level to approximately double the normal level. This was successfully managed within budget without loss or interruption to normal pump market need and service. 	<p>My solid background in Engineering and Management will allow Baker Pump Company to grow in a controlled profitable manner.</p>