
PETER PROFESSIONAL

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GENERAL MANAGER – MANUFACTURING OPERATIONS *Turnaround and High-Growth Multi-plan Companies*

QUALIFICATIONS

- **Master of Business Administration**
Monash University, Melbourne, Australia (2007)
- **Bachelor of Arts – Business Administration**
Brighton University, Brighton, United Kingdom (2000)

PROFESSIONAL PROFILE

Innovative and results driven senior management professional with an impressive nine-year record of success in delivering record profit growth in the manufacturing sectors in Australia and the UK.

A change agent recognised for exceptional talents in revitalising operations and reinvigorating underperforming, cross-functional teams to drive strong and sustainable productivity gains, cost reductions and quality improvements.

Combines flair for identifying and implementing simple solutions to complex problems with a hands-on, lead by example management style which fosters a culture of teamwork, shared mission and a dedication to excellence.

KEY AREAS OF EXPERTISE

- Process redesign and reengineering
- Performance and productivity improvement
- Cost reductions and profit growth
- Team building and performance management
- Plant operations and facilities management
- Vendor negotiations
- Distribution management
- Problem identification and resolution
- Technology management
- Quality control leadership
- Mainframe-based computer operations
- Computer packages including: MS Word, MS Excel, MS PowerPoint, MS Access, Lotus 123, Adobe Acrobat, Internet, Intranet, Email

PROFESSIONAL EXPERIENCE

HEALTH MANUFACTURING LTD Carlton, Victoria, Australia

Industry Leader in health foods manufacturing with annual revenue of AUD\$55m, a staff of 350 and three plants spanning New South Wales, Queensland and Western Australia.

General Manager – Operations and Distribution 2001 – Current

Recruited by CEO to launch aggressive reorganisation of all aspects of company operations to achieve substantial turnaround objectives and position the company to maximize opportunities in a rapidly expanding market.

Spearheaded comprehensive review of company practices to redesign and execute a new process of accountability, establishing strict, sustainable targets against which all processes, practices and staff were evaluated for the first time in the company’s 15 year history.

- Revitalised all areas of operations and distribution company-wide to deliver productivity gains of 92% and net margin increases of 28% in only 12 months, without a concurrent increase in labour force.
- Delivered 53% reduction in staff turnover in only 18 months, retraining, motivating and unifying a workforce previously exhibiting exceptionally low morale.
- Captured a 17% cost reduction on raw materials, successfully renegotiating contracts with several critical suppliers.
- Researched, sourced and installed key new equipment, implementing extensive staff training programs.
- Planned, designed and implemented evolution of company’s mainframe-based technology for next two years, with projected cost savings of 21%.
- Fostered a renewed spirit of negotiation and cooperation with all vendors, suppliers and customers. Dramatically improved on-time deliveries and quality of product.

JALS MANUFACTURING Birmingham, United Kingdom

A manufacturer of nutritional supplements with annual revenue of AUD\$21m, 290 staff and two UK-based plants.

Operations Manager 1998 – 2000

Reporting to the General Manager, responsibility involved the turnaround of declining quality, efficiency, profitability and a highly unmotivated workforce. Collaborating with members of the executive team, was required to devise and execute key initiatives to deliver critical quality improvements and record profit growth.

- Re-established the company’s position as an industry leader.
- Aggressively initiated and executed comprehensive operations plan, boosting profits by 67% in only two years.
- Achieved a 76% increase in productivity in two years, with 15% less staff.
- Established a strong sense of team spirit among workers, enhancing staff loyalty and reducing turnover by 14% in 12 months. Personally persuaded the most qualified, productive workers to stay, even though it was clear the company was "in trouble".

- Delivered a 98% reduction in workplace accidents through extensive staff education in workplace health and safety.
- Improved the relationship between senior management and union members, cultivating a positive new atmosphere of communication and tolerance.
- Dramatically increased efficiency through major redesign of all work and storage areas and shipping and receiving docks.

BLACK MANUFACTURING Birmingham, United Kingdom

A snack foods manufacturer with annual revenue of AUD\$12m, 75 staff members and one plant.

Operations Manager 1995 – 1998

Reporting to the General Manager, managed all aspects of operations. Promoted to this role after only 12 months as Foreman.

- Devised and implemented a series of initiatives to maximize plant productivity, successfully meeting increased sales demand of 47% without increasing staff.
- Reduced overtime by 5%, while simultaneously increasing productivity and maintaining high levels of motivation and cohesiveness among staff.
- Delivered a 23% reduction in raw material costs through the development and implementation of new procurement strategies.

ADVANCED TRAINING AND PROFESSIONAL DEVELOPMENT

- **Effective Leadership Training**
Australian Leadership Institute, Melbourne, Australia (2006)
- **Successful Negotiation Skills**
Australian School of Management, Melbourne, Australia (2004)
- **Certificate in Business Writing Skills**
The Business Centre, Melbourne, Australia (2003)
- **Numerous Additional Courses, Seminars, Workshops, Conferences**
Australian Leadership Institute, Sydney, Australia (2006 – current)
Australian Manufacturing Institute, Melbourne, Australia (2000 – current)
The Business Centre, Melbourne, Australia (2000 – current)

PROFESSIONAL AFFILIATIONS

- **Logistics Association Australia**
Current member

REFEREES

- Available upon request.