

Brent Horvath

Operations Manager

Personal Info

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LinkedIn

linkedin.com/in/bhorvath-co

Skills

Sourcing



Supplier Scorecards



Distribution Management



Employee Development



Procedure Development



Document Control



Supplier Development



Six-Sigma Methodologies



SKU Rationalization



Forecasting



I am a value-driven, analytical Operations Professional with experience in defining project scope and risk while leading and influencing cross-functional teams to plan, test, build and launch world class products. I have over 20 years of experience in the consumer goods industry focusing on new product introductions, product assortments, validation test plans, supplier development, and quality management systems. I have the ability to prioritize and manage and support multivariate projects within specifications and budget restrictions

Experience

2017-04 -
present

OEM Account Manager

MGS Inc

- Managed and reviewed revenue forecasts on a weekly or daily basis as required
- Defined custom fabrication product development
- Superior ability to cultivate strong and durable client relationships
- Manufacturing setup and efficiency reviews
- Prepared proposals and credit packages, negotiated price and other terms, closed deals and led account implementation
- Create ISO audit plans and reviews
- Increased revenue growth with key accounts
- Decreased manufacturing lead times by 30%
- Competitive market analysis to become the SME for the products/services represented

2006-05 -
2016-08

OEM Product Development Manager / QC Manager

Thule

- Reduced customer Quality Notifications from 17 to 2 to 1; 2014 - 2016 through revised process controls
- Drove new market initiatives within the automotive industry resulting in \$4M revenue with Chrysler/Jeep
- Initiated DFM review on highest volume OEM SKU (80K/month) resulting in \$2M annual savings
- Successfully led product definition, development and launch of all OEM products
- Defined project risk and scope
- Exceeded sales and margin requirements 9 out of 10 years
- Directed the design, testing, production, and PLM of multiple product brands and consumer segments
- Executed all capability studies and 1st article inspections
- Established/authored OEM quality procedures in company-wide QMS
- Ability to effectively influence and lead cross-functional teams to deliver objectives
- Led dual-sourcing initiatives with overseas factories

2005-01 -
2006-04

Assistant Operations Manager

Optica Technologies

2002-10 -
2004-10

Distribution Manager

Walmart Logistics

1999-05 -
2002-08

Inventory Manager

Etna Supply

Education

1992 -
1999

Michigan State University, Business Administration, BA