

WILLIAM HALL

PROFILE

Highly experienced model-maker seeking challenging new product development opportunities in a collaborative environment. My diverse background in manufacturing, tool & die making and sales offers a unique combination of skills that promotes product design, development and business efforts.

SKILLS

Project management: Managed matrix teams on numerous projects of varying sizes. Provided guidance, internal process re-engineering, feedback to management and reduced barriers for the team.

Prototyping: Worked with engineers to produce high-quality prototypes to specifications, while considering possible improvements, alternative solutions and manufacturability.

Requirements analysis: Provided end-consumers with improved solutions by applying a high-level approach to form, function and fit.

Quality assurance: Experienced with SPC and Six Sigma quality processes to ensure product integrity throughout development and manufacturing processes.

Educator: Taught college level courses; educated internal staff on innovative techniques and process; provided in-depth product/service education to clients.

Management: Supervised as many as 35 direct reports simultaneously. Provided job performance feedback, mentorship, assistance and typical support for human resources.

Purchasing agent: Supported business case development and purchasing process to acquire supplies.

CERTIFICATIONS

Certificate of Quality Engineering - IPFW (1985)

Tool & Die Maker Journeyman - Tokheim UAW and US Department of Labor (1983)

EXPERIENCE

REGIONAL SALES SPECIALIST, RUBBER INC

CHICAGO, IL 2005-PRESENT

Managed a sales region stretching across three States (Indiana, Michigan, Ohio). Generated over 60 new clients and maintained active relationships with 250 active clients. This directly accounted for an increase in annual revenue for this territory from \$375k to \$800k.

Increased client profitability through improved tire solutions that decreased overhead and increased throughput. Many solutions offered access to high-margin, emerging markets by creating more complete offerings to end consumers.

Offered strategic supply management services to clients, which helped prevent unnecessary inventory further reducing client cost.

Coordinated efforts between clients, distributors, suppliers, inside sales, outside sales and additional internal resources to create the best possible service for clients.

Assisted customers with infrequent problems as they arose. For instance, replaced damaged goods, provided repair and replacement processes, etc.

Provided customized ordering services for clients to simplify the process and facilitate purchasing.

INDUSTRIAL SPECIALIST, CUTTING TOOLS INC

FORT WAYNE, IN 2003-2005

Provided small to medium sized businesses with detailed information about manufacturing process improvements available. Included improved tooling, new machines, streamlined processes, etc. Frequently solved specific manufacturing problems for clients using new techniques or technological solutions.

Built and presented quoted capital requirements for durable and perishable equipment to purchasing decision makers.

Coordinated efforts between clients, distributors, suppliers, inside sales, outside sales and additional internal resources to create the best possible service for clients.

MACHINE SHOP SUPERVISOR, ADVANCED MACHINE AND TOOL CORP

FORT WAYNE, IN 2001-2002

Supervised 34 skilled manufacturing personnel on first and second shifts. Direct reports included CNC mill, jig mill and borer, conventional machines, welding and fabricated guarding operators.

Prepared and maintained the shop schedule to meet business assembly and shipping requirements. Successfully met business requirements within schedule and cost constraints for 98% of the projects.

Internalized and updated OSHA compliance and training to improve safety and decrease outsourcing cost and dependancy.

Purchasing agent for shop tools and raw materials that supported ongoing manufacturing and facilities activities.

- Improved operator awareness by introducing and maintaining a shop schedule organized by machine center
- Managed shop relocation activities to facilitate moving to a new building while minimizing the impact to existing projects
- Reduced tool inventory by 30% and associated cost by 20% by locating new suppliers and improving return on investments.
- Created commodity purchasing matrix (spreadsheet) to streamline purchasing activities

OPERATIONS SUPERVISOR, ITT AEROSPACE/COMMUNICATIONS DIVISION

FORT WAYNE, IN 1997-2001

Facilitated 28 personnel working in all aspects of CNC mill and lathe operations, manual machine operations, sheet material fabrication operations, tool room, welding and mechanical/electronic assembly functions.

Responsible for employee recognition and discipline, attendance records, vacation authorization/records and machine load schedule. Instructed shop personnel in electrical safety, hazardous material safety, SPC, harassment prevention and conducted weekly informational meetings.

Coordinated activities with other shifts, assembly, personnel, quality assurance, maintenance, raw stores, finance and engineering.

- Implemented a material release system that reduced work in process by 60% and improved tool set-up/tear-down system.
- Awarded corporate citation as a key team member charged to evaluate, install, train and implement CIM (Computer Integrated Manufacturing). This computerized labor and material tracking system maintains over 600 employee's records.
- Purchased and budgeted for perishable tools, shop and office supplies. Successfully reduced expenditures by 30% while eliminating tool outages.

LEAD CNC PROGRAMMER, R.M.T., INC

HUNTERTOWN, IN 1992-1997

Programed high precision complex parts on three and four axis milling centers

- Designed and developed special fixtures and set-ups reducing machine idle time by 60%
- Instructed employees in CNC programming techniques and operations
- Maintained computer system and file management
- Designed and constructed fixtures and programs that tripled process throughput
- Developed macro programs that reduced part family programming time by 75%

SENIOR PROTOTYPE TECHNICIAN (TEAM LEADER), TOKHEIM CORP

FORT WAYNE, IN 1978-1992

Senior Prototype Technician (Team Leader)

Developed, fabricated, constructed and tested new products. Maintained trade-show and display units. Setup, programed and operated CNC, NC and conventional shop equipment. Designed and constructed production and prototype welding fixtures. Trained production personnel in assembly procedures and machine operations.

- Facilitated the redesign of submerged pumps, utilizing innovative setups and machining processes
- Prepared and shipped trade show equipment to support 42 shows during an 18 month period without a single late delivery. Coordinated efforts with 19 other personnel.

Quality Engineer / Supervisor

Developed, trained and implemented the statistical process control (SPC) system. Coordinated problem solving and prevention with multi-functional teams. Developed proposals for new equipment. Managed inter-plant metrology sharing program. Supervised several production personnel.

- Initiated process improvement of lapping, reducing line test failures from 12% to 0.2%
- Trained 20 employees in measurement methods and techniques
- Trained 130 personnel in basic SPC methods
- Computerized the inter-plant gage inspection and calibration program

Tool and Die Maker

Designed, constructed and maintained production tools, dies, jigs and fixtures to support milling, drilling, sheet metal, welding, paint and other manufacturing areas. Initiated the use of statistical methods to rebuild and maintain multi-station progressive dies.

EDUCATION

Indiana Institute of Technology, Fort Wayne, IN — Bachelor of Science, Business Administration

Purdue University, Fort Wayne, IN — Associates Degree, Industrial Engineering Technology (1991)

REFERRALS

Available upon request