

# Joseph Siemers

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## EXECUTIVE SUMMARY

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Results-driven **VP of Operations** and **Project Manager** with a **Mechanical Engineering** background and **15+ years of experience** in manufacturing, operations management, and business development across aerospace, defense, medical, and recycling industries. Proven success in strategic planning, process optimization, and cost-reduction initiatives, driving operational efficiency and business growth. Expertise in Lean Manufacturing, Six Sigma, automation integration, and ERP systems. Adept at leading cross-functional teams, managing regulatory compliance (**ISO 9001 & AS9100**), and executing quality assurance programs to enhance productivity and ensure operational excellence.

### Areas of expertise include:

- Operations Management
- Manufacturing Optimization
- Project & Program Management
- Strategic Leadership & Business Growth
- Vendor Management
- Lean Manufacturing
- ERP Systems & Data-Driven Decision-Making
- Cross-Functional Team Leadership
- Regulatory Compliance & Quality Assurance (ISO 9001, AS9100)
- Process Optimization
- Advanced Manufacturing Technologies
- Risk Management
- Manufacturing Engineering
- Strategic Planning & Execution
- Cost Reduction Strategies

## PROFESSIONAL EXPERIENCE

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**Karl Schmidt Mfg**, Commerce City, CO  
*General Manager*

2022 to 2024

- Led end-to-end supply chain operations, optimizing procurement, logistics, and vendor management, resulting in a 15% cost reduction.
- Managed multi-million-dollar operational budgets, enhancing financial sustainability through forecasting and expense control.
- Directed the design, production, and launch of two new product lines, driving a 15% market share increase.
- Increased customer acquisition by 20% through strategic marketing and branding initiatives.
- Spearheaded Lean Manufacturing and Six Sigma adoption, reducing cycle times and improving efficiency.
- Ensured full compliance with ISO 9001 and AS9100 standards, improving quality control and regulatory adherence.
- Built and mentored high-performing teams, increasing project completion rates by 20%.

**Protocast Inc./Karl Schmidt Mfg**, Denver, CO  
*VP Operations*

2017 to 2022

- Led daily operations across multiple departments, exceeding performance targets by enhancing cross-functional collaboration, streamlining workflows, and implementing data-driven decision-making to improve productivity and efficiency.
- Achieved a 20% revenue increase by spearheading budget planning, financial forecasting, and cost-reduction initiatives, ensuring profitability while maintaining operational excellence.
- Increased operational efficiency by 25% through the implementation of Lean Manufacturing, Six Sigma methodologies, and automation technologies, reducing waste, improving cycle times, and enhancing overall production output.
- Optimized supply chain strategies, procurement processes, and inventory management, cutting operational costs by 20% while maintaining quality and strengthening supplier relationships.
- Led the acquisition and relocation of a secondary business, expanding capacity by 40%, and successfully achieved AS9100 certification, improving quality control, regulatory compliance, and customer satisfaction by 25%.

**Protocast Inc**, Denver, CO

2011 to 2017

*Project Manager*

- Achieved a 95% on-time project completion rate by implementing comprehensive project management strategies, including detailed scheduling, risk assessment, and proactive issue resolution. Utilized Agile and Lean principles to optimize workflows and ensure seamless execution across multiple projects.
- Strengthened stakeholder relationships and increased client satisfaction and retention by maintaining clear communication, providing regular progress updates, and addressing concerns proactively. Developed strategic partnerships with key clients, resulting in expanded business opportunities and long-term contracts.
- Led cross-functional teams in product development, reducing time-to-market by 20% through the adoption of streamlined design processes, advanced prototyping techniques, and close collaboration between engineering, production, and quality assurance teams. Championed the use of data-driven decision-making to accelerate innovation and improve product launch success rates.
- Reduced procurement costs by 10% while maintaining high-quality materials by negotiating competitive supplier contracts, optimizing inventory management, and implementing cost-saving procurement strategies. Strengthened vendor relationships and introduced alternative sourcing options to enhance supply chain resilience.
- Spearheaded ISO 9000 certification, enhancing quality management systems, process standardization, and regulatory compliance. Led a company-wide audit preparation and training program, ensuring seamless certification and long-term adherence to industry best practices, ultimately improving operational efficiency, product consistency, and customer trust.

**Protocast Inc**, Denver, CO

2009 to 2013

*Production Manager*

- Optimized scheduling, resource management, and lean processes, increasing project delivery speed by 25% and operational output by 200%.
- Implemented innovative solutions to resolve technical challenges, enhancing workflow efficiency, productivity, and overall system performance.
- Led end-to-end product design and development, ensuring consistent alignment with client expectations, industry standards, and market demands.
- Strengthened team productivity through strategic hiring, training, and performance management, aligning workforce capabilities with business objectives.
- Enhanced supply chain efficiency and procurement strategies, reducing production bottlenecks and achieving a 20% improvement in operational performance.

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**PREVIOUS EMPLOYMENT**

**Protocast Inc**, Denver, CO

2008 to 2009

*Mechanical Engineer*

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**EDUCATION**

**Bachelor Of Science Degree** – Mechanical Engineering

*Iowa State University / Ames, IA*