

FRANK AURIGEMMA

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ENGINEERING / MANUFACTURING EXECUTIVE

Project Management ♦ Lean Manufacturing ♦ Engineering & Design ♦ Supply Chain Management

Profit-driven and visionary, with recognition for ability to move complex projects forward and accurately align core competencies to target new markets. Characterized as a performance-focused, technical leader skilled in product design and development to cut costs, reduce production time, and improve quality. Proficient in lean manufacturing/resource utilization in pharmaceutical, commercial audio, biomedical, biotechnology, electronics, electrical, mechanical, instrumentation, and computer industries. *Expertise in:*

- Capital Budgeting
- P&L Responsibility
- Business Development
- Product Design & Specifications
- Six Sigma, Kai Zen, & 5S Principles
- Team Building
- Lean Manufacturing
- Pricing & Contract Negotiations
- Continuous Process Improvements
- Workforce Forecasting & Leadership

PROFESSIONAL EXPERIENCE

BAXTER MEDICAL, St. Petersburg, FL

2006—Present

SENIOR PROJECT LEADER

Team leadership of 10-12 engineers in an \$8M project addressing the EOL (End of Life) issues for three dialysis machine products and consumables worldwide.

NETWOLVES TECHNOLOGIES, Tampa, FL

2000—2005

SENIOR ENGINEERING MANAGER / MANUFACTURING MANAGER

Championed highly efficient teams and processes aligning core competencies to fulfill client and marketing opportunities. Provided bundled service offering for managed networks, telecommunications provisioning, and Internet security products. Served as primary point of contact for customers and sales engineers. Led product design, value and sales engineering, quality, logistics, training, enterprise capital equipment, and special projects. Managed facilities, infrastructure, materials, supply chain, and manufacturing. Negotiated optimum pricing for on-time, programmed delivery of raw materials. Created budgets, forecasts, and resources to fit project and program requirements.

- **Negotiated preferred customer 30-day credit provisions and savings up to 50% on raw materials**, introducing and cultivating vendor relationships to improve credit standing. **Secured \$100K opening credit lines instead of COD terms.**
- **Reduced product costs through Lean Manufacturing by 50%** and improved quality using **Six Sigma techniques.**
- **Developed packaging to reduce transit damage**; engineering design features to facilitate field upgrades and contain costs. **Reduced product footprint by 40% and shipping weight by more than 60%.**
- **Retained \$3M revenue stream plus major client relationship by stepping up to design and produce workable secure wireless solution** and build successful team in wake of potential customer crisis.
- Secured significant capital equipment and operations cost savings with **Design for Six Sigma (DFSS), Kai Zen and Poka Yoke incorporation** for enterprise infrastructure and security products.

- **Lowered return rate and shipping damage to less than 2% from previous 40%** with use of TQM and root cause analysis methods.
- **Attained certifications in UL, CSA, CE, CB, FDA, and FCC concepts.**
- **Achieved \$80K annual cost savings** using inventory controls and auditing for raw materials tracking.
- **Saved \$170K annually, designing unique hardware features affording ease of software loads.**
- **Facilitated corporate headquarters move**, managing design, engineering, contractors, equipment, power, heating/cooling, and infrastructure integrity for telecommunications and wireless capabilities.
- **Significant sales contributions through innovative engineering sales support.**

AIRD, INC., Clearwater, FL

1998—2000

PROJECT MANAGER

Managed engineering, design, business development, and market analysis at research and development firm. Identified potential investors, markets, and strategic partners in collaboration with principal. Administered engineering team and contractor activities in order to fulfill product development goals.

- Improved and **fostered cooperative** working environment **among engineers charged with meeting patent claim**, moving projects forward despite philosophical engineering differences.
- **Led engineering team tasked with development and patenting** for high-temperature multiplexed plasma energy micro torch and commercial fertigation dispensing systems.
- **Expanded business by orchestrating corporate introduction to waste removal and landfill companies**, as well as nuclear/hazardous waste and precious metal mining industries.

COMPCOMM INC., Hudson, FL

1992—1998

GENERAL MANAGER

Took key P&L oversight at leading wholesale and retail computer manufacturer providing full client services. Supervised 12 direct reports, as well as all operations, sales, service, and production.

- **Generated more than 30% sales growth**, creating value-added marketing scheme to bundle services and demonstrate value. Partnered with independent contractors to provide timely professional services.
- **Created new revenue streams** with addition of training program for subcontractors and clients.
- Initiated build-to-order program allowing **delivery of equipment Built To Order in 48 hours.**

Additional Experience: **Vice President of Manufacturing**, Soundview Instruments, Bayshore, NY
Plant Manager, Patient Technology, Inc., Happaage, NY
Biomedical Engineer/Lab Manager, Hoffman LaRoche, Nutley, NJ

EDUCATION & PROFESSIONAL DEVELOPMENT

Bachelor of Science in Biomedical Engineering

NEW YORK INSTITUTE OF TECHNOLOGY ♦ Westbury, NY

Pharmaceutical Sciences Program

COLUMBIA UNIVERSITY COLLEGE OF PHARMACEUTICAL STUDIES ♦ New York City, NY

NIH Grant Work

ALBERT EINSTEIN COLLEGE OF MEDICINE / MT. SINAI HOSPITAL New York City, NY