

# Joseph Ivanenok

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## **SENIOR MANUFACTURING & OPERATIONS EXECUTIVE**

Startup / Turnaround / International Operations Management

Visionary and results-driven executive offering 15 years of experience and success in directing operational growth and profitability in both domestic and international corporations. Valuable depth of leadership, engineering, and production expertise. Recognized change agent with documented abilities in startup and turnaround operations. Deliver strong and sustainable improvements in efficiency, productivity, customer satisfaction, and profits. Confident decision-maker. MBA and advanced engineering degrees.

**Increased service revenue from \$800K to \$1.6M with a 48% profit margin in three years.**

### **CORE COMPETENCIES**

- International Operations Management
  - Strategic Planning & Execution
  - Quality & Performance Improvement
  - Project & Program Management
  - Business Process Re-engineering
  - Manufacturing Management
  - Engineering & Technology
  - Executive Leadership
  - New Business Development
  - P & L Management
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## **PROFESSIONAL EXPERIENCE**

**Rain Bird Corporation**, Tucson, AZ, 2003 - 2006

*\$1B global manufacturer of irrigation equipment, specializing in agricultural, golf, commercial, landscape drip, accessories, contractor, and consumer products, with 4,000 products sold in 130 countries on six continents.*

### **National Services Manager and New Business Development Manager**

Recruited to relocate technical services operations from California to Arizona, realizing \$100K in annual savings while improving productivity 28% due to process improvements. Led 100% service revenue increase. Managed P&L responsibility for Golf and Commercial service businesses. Directed staff of four, an indirect staff of 24, and a field support team of three direct and two indirect.

- Doubled service revenues to \$1.6M in less than three years, increased customer satisfaction by 18%, and achieved 80% renewal rate by applying Six Sigma principles to uncover customer needs and Lean Manufacturing to reengineer support processes.
- Bypassed complicated internal product development process and negotiated OEM and private label agreements to release three new product lines that represented 75% of all new products introduced by Golf Division in 2004.
- Responded to constant inventory shortage of high-dollar electronic boards by developing exchange program with technical support center to stock large quantities for overnight shipments. Increased sales to almost \$250K annually after only two years.
- Re-engineered support processes and instituted Best Practices, which increased productivity by 23%.

**Pindar Set, Inc.**, King of Prussia, PA, 2001 - 2003

*US subsidiary (with annual US sales of \$112M) of Pindar Set Limited, and sole pre-press supplier to Yell Group Worldwide, the seller of Yellow Book USA advertising which publishes 897 directories in 46 states.*

### **Director of Operations**

Managed startup and pioneered operations in the USA and India. Designed infrastructure and implemented all processes and procedures. Hired and trained staff of over 125 for US operations and managed build-out, hiring, and training of over 125 employees for India operation. Began operations on three continents in 24 months with \$6M operating budget.

- Increased productivity from 200 to 2,000 units per day in four months by utilizing Lean and Six Sigma methodologies that also increased on-time delivery from 79% to 99.4%. Turned first-year anticipated loss into \$1.2M in profit on \$12M in revenue.

- Replaced labor-intensive manual document storage system by teaming with strategic business partner to implement digital document storage system that reduced retrieval time from hours to seconds while providing over 98% reliability.

## **Oldcastle, Inc.**, Atlanta, GA, 1998 - 2001

*US subsidiary (with \$8B in annual US sales and 900 locations) of CRH plc, a global Irish building products company.*

### **Vice President / General Manager and Assistant Vice President of Business Development**

Managed multi-plant operation, with full P&L responsibility, generating \$17M in annual sales with 40 employees. Directed team in manufacturing, distribution, inventory, purchasing, sales/marketing, accounting, and training.

- Led turnaround of \$12M manufacturing plant construction project \$500K over budget and four months behind schedule. Crashed timeline, eliminated four months, and value-engineered facility with vendors meeting daily and weekly. Finished construction on budget, saved \$500K in cost overruns, and began manufacturing only two months behind original schedule.
- Directed \$16M in corporate acquisitions and \$27M in capital investments that generated \$5M in profits the first year.
- Centralized ordering, inventory, and distribution of eight Western division plants that eliminated \$1M in annual shipping/yard expenses and improved customer service.

## **Air Products and Chemicals, Inc.**, Allentown, PA, 1997 - 1998

*Global producer of gases and specialty chemicals with annual sales of \$9B and 40,000 employees.*

### **Financial Analyst – Polyurethane Chemicals**

Maintained financial reporting, including variance to plan, analysis, market research, and database development for all levels of management.

- Teamed with marketing and sales to develop a cost and pricing model and select additional products for production at underutilized chemical plant.
- Created new database to compare financial and operating performance against budget and standards that reduced the analysis and report preparation time from three days to less than one, resulting in a 70% time savings.

## **Advanced Modular Power Systems, Inc.**, Ann Arbor, MI, 1992 - 1997

*Founding member of high-technology startup conducting research, development, and commercialization of promising technologies.*

### **Marketing Director and Research Engineer**

Developed strategic business plan, created advertising, promotional materials, conducted market research, cultivated and developed new business, and formed strategic partnerships.

- Facilitated company growth from \$250K and three employees to \$20M and 80 employees in 8 years through implementation of corporate strategic business plan and marketing initiatives.

## **EDUCATION**

### **MBA in Marketing and Finance, 1997**

CORNELL UNIVERSITY, Ithaca, NY

### **MS in Mechanical Engineering, 1995**

UNIVERSITY OF MICHIGAN, Ann Arbor, MI

### **BS in Mechanical/Industrial Engineering, 1990**

CLARKSON UNIVERSITY, Potsdam, NY

## **CERTIFICATIONS & PUBLICATIONS**

Certified Six Sigma Green Belt and completed 5S; Cellular and Lean Manufacturing training  
Authored over 25 publications on space nuclear power, propulsion, and energy conversion