

JESS MEDINA

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SENIOR MANUFACTURING AND OPERATIONS EXECUTIVE

Organizational Development / Growth Strategies / Turnaround Management

Versatile operations management professional with extensive experience in high-quality plant operations, labor relations, quality control, and engineering. Proven track record of consistent contributions to increased production, quality, cost effectiveness, and profitability. Persuasive leader and creative problem solver skilled in cross-functional team collaboration within all operating departments. Highly capable people manager who inspires motivation, group cohesion, and cooperation to achieve common objectives. *Fluent in Spanish.*

Core Qualifications

- Strategic Planning
- Inventory Control
- Technical Sales Support
- Database Development
- Multi-site Operations
- Supply Chain Management
- New Product Development
- Labor Relations & Negotiations
- Start-up Operations
- Staff Development
- Business Reengineering
- Contract Negotiations

PROFESSIONAL EXPERIENCE

Institute for Independent Business, Riverside, CA

2005 – Present

SENIOR BUSINESS ADVISOR

Consult with small- to medium-sized businesses to educate owners and provide resources on financial planning, P&L, budgeting, OSHA regulations, personnel training, worker's compensation, sales and marketing, and purchasing.

Selected Accomplishments:

- Installed software and purchasing controls that enabled client to immediately discover \$24K in over billings.
- Introduced software controls and identified line item controls and budgeting that increased bottom-line profitability for client business by 66% (from 5% to 15%).
- Developed strategy for re-shifting business focus during off-peak season by implementing initiatives for starting new company division that ultimately negated annual company losses of \$100K to positive cash flow.
- Orchestrated creation of strategic partnerships with subcontractors for owner of \$2M general contracting company that resulted in formation of three companies with revenue potential in excess of \$6M annually.

Pacific Sun Casual Furniture, Hemet, CA

2001 – 2005

OPERATIONS & GENERAL MANAGER

Recruited to position assisting President of newly acquired division in reducing operating costs and establishing operating strategy. Directed production, purchasing, shipping and receiving, customer service, maintenance, engineering, and quality control.

Selected Accomplishments:

- Established new engineering department to improve manufacturing efficiencies ... implementation of initiative resulted in reduction of scrap costs by 10% and set-up times by 60%.
- Instrumental in closing single largest order in history of company, producing \$140K in additional revenue.
- Saved company 30% on source aluminum tubing from China during economic downturn of spiraling material costs with substantially improved product quality compared to domestic alternative.
- Key player in transforming worst-performing sales territory into highest-performing sales territory. Recovered 40% loss of revenue and improved employee morale through proper employee direction and motivation.

Continued

Professional Experience (continued)

True Metal Corporation, Fontana, CA
PRESIDENT & CHIEF OPERATING OFFICER

1999 – 2001

Joined firm for short-term assignment to implement turnaround efforts and prevent further financial losses for eventual sale of company. Handled all aspects of operations including budgeting, P&L accountability, recruiting and training key personnel, and sales and expenses. Negotiated reorganization terms with banks and creditors.

Selected Accomplishments:

- Eliminated high overhead and reversed losses of almost \$250K annually to positive cash flow by re-negotiating space for building lease and hiring new sales staff that increased sales by 30% (15 new clients).
- Worked closely and cooperatively with bank institution on firm reorganization and extension of financing terms.
- Instrumental in recovering loss of \$35K for new powder coating line system.

AMI Metals, Fontana, CA
OPERATIONS MANAGER

1995 – 1999

Managed all aspects of operations encompassing purchasing, personnel, and budget for California distribution and production facility with sales volume of \$67M.

Selected Accomplishments:

- Increased JIT deliveries to 99.8% (from 52%) and worker productivity by 35%.
- Selected as Operations Manager of the Year (1998) ... Recipient of Challenge Award (1997 and 1998).
- Reduced purchasing costs by \$600K on \$67M in sales.

Spaulding Lighting Inc., Santa Fe Springs, CA
VICE PRESIDENT OF WEST COAST OPERATIONS

1990 – 1995

Led complete P&L for western United States facility.

Selected Accomplishments:

- Increased sales by 67% through motivating sales representatives in new and innovative strategy.
- Reduced purchasing costs 42% by negotiating long-term and JIT agreements with vendors.
- Reduced direct labor costs more than 47% through effective contract negotiations and elimination of seniority.
- Initiated modified JIT program, which reduced inventory by 62%.

Aquaria, Inc., Simi Valley, CA
PLANT MANAGER

1983 – 1990

Directed introduction and implementation assembly and packaging lines, scheduling, time studies, training personnel, cost of goods sold, production standards, and design and building of new industry machinery.

Selected Accomplishments:

- Initiated start-up of manufacturing program and grew from \$3.5M to \$24M in sales within four years.
- Designed and developed new machine that increased productivity from 90 units to 900 units per hour.
- Created and wrote computer program that eliminated 100% of parts outages/shortages on assembly line.
- Recruited and trained personnel in production layout and warehouse design to ensure sales growth of 685% in four years without any disruptions to production line.

EDUCATION

BACHELOR OF SCIENCE, MANAGEMENT
Griffin College, Seattle, WA

PATENTS & PUBLICATIONS

- Inventor of automotive after-market accessory and high-speed machine for water purification filters.
- Author of two published books, including one developed into the movie *Under Siege* with Steven Seagal.