

William K. Morrison

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<http://www.webprofile.info/wmorrison/>

DIRECTOR OF ENGINEERING

High-energy, innovative, and multifaceted engineering executive offering 22 years of progressive success and dynamic achievements in domestic and international markets through manufacturing initiatives, development and reengineering of products, and quality assurance. MBA with exceptional track record in product introduction from concept and product development phases through manufacture and final release. Resourceful problem solver with proven ability to conceptualize solutions to challenging technical problems and implement cost effective plans of action to maximize the success of products. Articulate communicator, skilled in management, marketing, financial analysis, possessing the quality engineering certifications necessary to work with diverse groups, cross-cultural teams, and at varying project levels.

Core competencies include:

- Product Introduction & Development
 - Project Management
 - Product Engineering
 - Business Reengineering
 - Equipment Solutions & Design
 - Continuous Process Improvements
 - Manufacturing Engineering
 - Operations Supervision
 - Multi-Site Management
 - JIT/WIP/MRP
 - Resource Management
 - Cross-Functional Teams
 - R&D Management
 - Change Management
 - ISO 9001 Implementer
 - Document Control Management
 - Regulatory Compliance
 - Quality Control
 - Staff Development
 - International Management
 - Program Development
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PROFESSIONAL EXPERIENCE

Cardullo's, Cambridge, MA

2004–Present

Director of Operations

Responsible for long- and short-term planning, financial analysis, inventory management, process improvements, and all day-to-day aspects to drive and increase revenues within the business.

- Developed and implemented a corporate gift basket and sports gift basket program, increasing annual gift basket sales 40% adding top lines sales.
- Led 18% annual increase in revenue by improving product placement and increased exposure of products and services.
- Implemented purchase order system and inventory scrap system, reducing year-end inventory by \$252,000 and inventory levels by 35% while increasing cash flow by \$100,000.
- 12% decrease in payroll costs achieved through cross-training and job enhancement.
- Renegotiated Visa and MasterCard fee program, eliminating 3.5% rate to save \$18,500 per year. Combined, eliminated, and revised insurance programs saving company \$7,500 per year.

Sky Meadow Solutions, LLC, Westford, MA

2003–2005

Sky Meadows Solutions was a design and development company creating designs for domestic and international clients and launching them through the production start-up process.

Consulting Director & Founder

Coordinated all activities of the company including quoting, marketing, designing, and developing products for sale in the commercial and retail industry. Designed and developed products for the telecommunications and retail industries.

- Traveled internationally to secure projects for state-of-the-art products.
- Designed and developed a slim-looking interface box compatible with established headsets, including competitors' product. Industry first demonstrated successfully to the client and production commenced.

(Professional Experience Continued)

GN Netcom, Inc., Nashua, NH

1998–2003

Industry leader in the design and manufacture of wireless devices including headsets and amplifiers.

Director of Engineering

Managed multi-million dollar products through the global development cycle to enhance company's market and revenue position of \$300 million. \$3.7M budget level authority.

- Extensive travel to facilities in Far East, Europe, and California to streamline engineering department process, creating five successful project launches and revenues of \$47M.
- Drove 40% increase in product attachment rate and \$18M profits through development of new telephone lifter device.
- Implemented both local and global ISO 9001 engineering procedures saving costly redesigns in development cycle.

Thermo NESLAB Instruments, Inc., Portsmouth, NH

1993–1998

Industry leader of precision temperature-controlled systems for semi-conductor, medical, and high-tech markets.

Director of Manufacturing Engineering / Custom Development Engineering Manager

Directed all product and engineering support with focus on quality improvements, product introductions, process and product improvements, and cost reduction programs. Coordinated and controlled \$25M in customer orders and 1,500 new products annually. Managed 15 mechanical and electrical engineers. Implemented initial ISO procedures.

- Achieved 4% reduction in downtime by integrating labor-tracking program for materials and labor variances.
- Improved rate of return by 3.5% through quality enhancements and improvements in product reliability. Realized \$300K annual savings by eliminating redundant products.
- Utilized Design of Experiment (DOE) and Design for Manufacturing Assembly (DFMA) to bring products to market faster. 20% reduction in set-up time by focusing on quick-turn set-up and flexible manufacturing.

XRE Corporation, Littleton, MA

1991–1992

Industry leader in producing medical imaging and positioning equipment for healthcare industry.

Operations Manager

Managed all manufacturing aspects within the company. Led the assembly, test, final assembly, and machine shop areas consisting of 60 direct reports. Implemented JIT and Total Quality Management systems within the facility.

ECRM, Inc., Tewksbury, MA

1989–1991

Leading producer of laser graphics scanning equipment utilized by the newspaper and publishing industries.

Manufacturing Engineer

Managed new product introduction, product support, JIT implementation, and quality improvements while supporting the manufacturing operation.

Baird Corporation, Bedford, MA

1984–1989

Manufacturer of electro/optical (Night Vision Goggles) units used within the military and commercial fields.

Project Engineer

Designed and developed new products for the production environment and supported production floor with ECOs.

EDUCATION, CERTIFICATIONS, & PROFESSIONAL TRAINING

Master of Business Administration, Major: Business, Minor: Marketing; Rivier College, Nashua, NH

Bachelor of Science, Major: Industrial Engineering; University of Lowell, Lowell, MA

ISO 9001 Implementer

Massachusetts Institute of Technology - Prototyping and Development Seminar, Harvard University - High Performance Management Seminar, University of New Hampshire - Teamwork Building Seminar, GOAL/QPC Quality Training Program, CAD Modeling, UL, FDA, CSA, FCC, ISO, and GMP

Instructor, Quality Training Course at University of Lowell, Lowell, MA