

JAMES H. WEBER
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OPERATIONS MANAGEMENT

Seeking a challenging Operations management position in the steel, fabrication and machining industry. Accomplished leader in managing others in achieving the organization's profit, operational improvement and cost control objectives.

QUALIFICATIONS SUMMARY

I am a customer focused and profit oriented manager with a proven track record in operation management, sales and operational improvement control. Enjoy leading and working with others in a team environment. Experienced at increasing revenue, improving customer service and lowering operational costs

CORE COMPETENCIES

Budget Planning
Customer Service Coordinator
Sales/Account Control

Team Facilitator
Staff Hiring
Process Improvements

Operational Control
Plant Supervision
Production Planning

EMPLOYMENT HISTORY

VULCAN GMS, INC.: Milwaukee, Wisconsin 2005 to 2009
Manufacturer of radiation and nuclear shielding for the health care industry, with annual sales of \$30M.

Account Manager (2008 to 2009)

- Account manager for our single biggest account, with manufacturing plants in four states and a sales forecast for 2008 of \$8.5 million.
- Grew this account from \$6.5 million in 2005 to \$8.0 million in 2008.
- Helped this customer bring three new x-ray housings to the market.
- Traveled to Las Vegas to receive an award, "The Most Improved Supplier", for 2008.

Inside Sales Manager (2005 to 2008)

- Managed three estimators and one inside sales person.
- Served on team to implement and debug our new M1 business software, resulting in less time to enter and retrieve critical sales information, which eliminated the need for an additional clerical person.
- Helped to set-up machined products imported from China. Sales grew to a point where a new account manager was needed to handle this business.

BUILDERS HARDWARE & HOLLOW METAL INC.: Menomonee Falls, Wisconsin 2002 to 2005
Manufacturer of metal door frames, metal and wood doors and hardware for commercial and institutional buildings with annual sales of \$16M.

Operations Manager

- Managed operation of 35 employees including project managers, accounting, purchasing and manufacturing.
- Implemented scheduling system for manufacturing management which increased on time efficiency from 78% to 88%.
- Began basic continuous improvement work project, which improved work flow in the manufacturing area and decreased the billing cycle from biweekly to twice a week.
- Researched new business systems and general computer upgrades; installed wireless networking, large format printer and document control.

- Projects included a profit sharing system, quoting spreadsheets, successfully fixing a computer machine interface and cross training of employees in both the shop and office.

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YOUNGBERG INDUSTRIES: Rockford, Illinois 2001 to 2002
 Medium to heavy fabricator and CNC machine shop of steel, stainless and aluminum, with an annual sales of \$40M.

Territory Sales Manager

- Responsible for all sales activity for the State of Wisconsin and later Northern Illinois.
- Researched and documented all welding and machining claims and recommended a solution.
- Introduced my old customer base to Youngberg Industries, resulting in an increase in inquiries and sales.

DERSE EXHIBITS: Milwaukee, Wisconsin 2001
 Custom design and build of trade show exhibits, with an annual sales of \$16M.

Production Manager

- Managed entire production operation of 30 shop employees including direct supervision of project managers, engineering, and logistics departments.
- Maintained divisional budget with annual sales of \$16 million.

THE SULLIVAN CORPORATION: Hartland, Wisconsin 1987 to 2000
 Largest Blanchard grinding facility in the Midwest, with an annual sales of \$18M.

General Manager, Interim; Sales Manager (1997 to 2000)

- Held complete P&L responsibility for the entire Hartland Division.
- Managed 30 clerical, sales and production employees running three shifts.
- Researched a new grinding medium, tested and implemented for production, saving 10% processing time on tool steel products.
- Increased sales by 200 percent from 1996 to 1999 with the addition of only one new employee.
- Created spreadsheets in Excel, automating the quoting, materials purchasing, cost analysis and billing functions.

Customer Service Manager (1987 to 1997)

- Held complete sales and P&L responsibility for the Contract Grinding Division.
- Managed two clerical and 15 production employees.
- Oversaw purchasing of raw materials and services, provided technical advice to shop floor and customers, and performed job costing.
- Created master schedule, which was used to manage machine loading.
- Sales and profits reached record highs during this period.

EDUCATION

MILWAUKEE AREA TECHNICAL COLLEGE: Milwaukee, Wisconsin
 Associates Degree, Mechanical Design Technician

CONTINUING EDUCATION

Completed numerous technical, computer and sales management courses to include Deming's Continuous Improvement Seminars