

BARRY ALLEN

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Senior Program Manager

Strategic Management ♦ Lean Manufacturing ♦ Quality Management

~ Led product life cycle management and process improvement for \$MM business initiatives throughout 15-year career ~

- ♦ **Business Development:** Increased sales from \$12M/year to \$80M/year by improving delivery, augmenting customer retention, and moving sales reps from head office to service centers at Star City Cryogenic Research Lab.
- ♦ **System Improvement:** Boosted company sales by \$6M/year by revitalizing an outdated trailer pumping system at Star City Cryogenic Research Lab and by offering additional maintenance services to customers.
- ♦ **Sales Management:** Increased sales by 30% and profits by 10% in a declining market through quality management, process improvement, and the use of Lean principles.
- ♦ **Key Program Management Skills:** Operations Management, Production Planning, Supplier Management, Client Management, Contract Negotiation, Sales Management, Budgeting & Forecasting, Team Leadership, Repair & Maintenance

Professional Experience

Applications Manager

Starlabs

2013 - Present

~ Headed manufacturing division and managed delayed processes by improving product development and testing ~

- ♦ Reduced order processing and delivery time from 15 to 5 days by identifying and eliminating redundancies in filing and approval processes.
- ♦ Saved \$200 per order by eliminating cryogenic seal failures through the introduction of a new testing phase for seals.
- ♦ Headed a project to replace existing diesel engines with electric motors; resolved issues with SCAQMD after conducting an in-depth root-cause analysis.
- ♦ Led the development team to design and manufacture a state-of-the-art, 20,000-psig, 300-cubic meter nitrogen/LNG fracking pump.
- ♦ Improved team performance by 5% by resolving issues as a group and generating buy-in.
- ♦ Augmented operational efficiency by 10% by proposing reorganization of physical environment and by revisiting improvement in employee mood, morale, and work behaviors.

Reduced Delivery Time

200%

Improved Efficiency

10%

General Manager

Wayne Laboratories

2008 - 2013

~ Revitalized a service center, previously operating on loss, by revamping operations and restructuring pricing ~

- ♦ Boosted profit by 15% in a year by developing a customer outreach program. Held face-to-face sessions with 300+ clients to identify requirements and reprioritize process goals.
- ♦ Increased sales by 30% and profit by 10% in a slow market by implementing Lean principles to boost process efficiency and quality.
- ♦ Ensured rapid delivery of pumps to generate power during a hurricane. Leveraged local network to locate resources and pinpoint base of operations.
- ♦ Improved product delivery by 20% by refocusing efforts on key technical and operational problems. Reorganized workflow to eliminate redundancies and clarified responsibilities.
- ♦ Managed training for 9 new employees, overseeing and reporting their progress to higher management.

Boosted Profits

15%/year

Improved Sales

30%

V.P. Operations

Star City Cryogenic Research Lab

2003 - 2008

~ Reversed losses caused by low customer retention and high operational costs by implementing growth strategies ~

- ♦ Generated \$20M in sales by increasing turbo sales from 5 units to 45 units/year.
- ♦ Increased sales from \$12M/year to \$80M/year by improving delivery efficiency and customer retention. Stationed sales reps in service centers instead of the head office.
- ♦ Restructured work processes to make sales and marketing service centers independent.
- ♦ Cut expenses by 30% by outsourcing manufacturing operations for pump and turbo expanders instead of using in-house manual machines.
- ♦ Reduced operational cost by 50% and improved lead time from months to days by buying and perfecting programming techniques on the Axis-5 machines and by manufacturing ACD Turbo expander wheels in-house.
- ♦ Improved manufacturing efficiency by 60% by freeing 7500 ft.² of floor space and by introducing carousel style, multilevel, automated storage units.
- ♦ Conducted resource planning and hired 90 new employees to meet increased business demands.

Increased Sales

433%

Improved Efficiency

60%

General Manager

Star City Cryogenic Research Lab

2000 - 2003

~ Revitalized business operations by diversifying customer base, boosting sales, and improving process efficiency ~

- ♦ Increased sales from \$1.4M to \$6M in a year by revamping sales and up-selling processes. Developed a comprehensive business plan and roadmap for 12-month sales growth.
- ♦ Augmented sales by 60% by introducing 3 new local service centers and 5 international centers in China, Malaysia, Korea, Australia, and India.
- ♦ Added \$600K/year to sales by championing an abandoned product to senior management. Revitalized and modernized product with team's help.
- ♦ Improved service center business by 30% by initiating an exchange program that ensured overnight delivery to all global customers, thus improving customer satisfaction.
- ♦ Cut lead time by 41% by manufacturing new pumps and by cleaning up and repairing unused production lines.
- ♦ Increased production by 70% by using LEAN manufacturing principles and working with team members to develop and implement process improvement strategies.

Increased Sales

329%

Increased Production

70%

Education

ME Mechanical Engineering; *Starcity Institute of Technology*

BE Mechanical Engineering; *Starcity Institute of Technology*

RATIONALE

Challenge: None of Barry's unique skills were adequately reflected in his old resume. In fact, it gave the impression that he'd been demoted. As a result, questions were raised about Barry's competency and leadership potential. Furthermore, his previous resume was aging him.

Action: My focus in Barry's new resume was to play up his senior-level experience, project successes, and his ability to lead large teams. I used big, bold numbers to show Barry's results, and it no longer looked like he'd been demoted. Regardless of his job title, Barry was creating a meaningful impact on the company's bottom line.

Result: Barry was incredibly pleased with his new resume. He particularly liked the addition of the numbers, expressing his delight at how easily they demonstrated the results he'd achieved at each job. He went into his job search with renewed energy and managed to successfully transition back into senior management within three months.

OBJECTIVE Senior Manager, General Manager, or comparable high-level managerial position in manufacturing, sales, or general management.

EXPERIENCE Starlabs

2013- current

Pump Applications Manager ACD, LLC

- Led a development team that designed and produced a 20,000 psig, 300cubic meter nitrogen/LNG fracing pump.
- Resolved issues with the SCAQMD which allowed ACD to continue to test large pumps on site.
- Developed a new tested pad layout and implemented as a result of the SCAQMD effort.
- Worked with existing and new cryogenic seal manufacturers to resolve leak issues and implement changes.

2008- 2013

Wayne Laboratories

General Manager

Managed Wayne Labs repair facility, responsible for all aspects of the business including, manufacturing, repairs, sales and P&L.

- Increased sales 30% and profits 10 % in a declining market through the use of LEAN principles, increased efficiency and quality.
- Increased sales of major equipment and repairs which led to profits of 25% in the last year.
- Worked with customers to increase loyalty by insuring on time delivery and consistent pricing.

1994-2008

Star City Cryogenic Research Lab

Vice President/General Manager, California (2002-2008)

Directed all operations of the Star City Cryogenic manufacturing plant and service centers, with responsibility for all aspects of the design, development, manufacture, and sales of products. Responsible for R&D, quality analysis and control, human resources, accounting, finance, and employee motivation.

- Increased sales from \$13 million to \$70 million in five years by changing sales operations to include more face time with customers.
- Increased turbo sales from 5units per year to 45units which represented an increase in sales of \$20 million.
- Redirected sales, making service centers responsible for sales in the organization and to OEM's.
- Instituted monthly meetings with staff to determine/resolve issues in a proactive way
- Increased employees from 55 to 145 to handle increased business.
- Created a more customer-friendly operation by remodeling and redecorating the factory and offices. This also resulted in increased employee production. Developed a plan that allowed the remodel to proceed without interrupting production.

General Manager/District Sales Manager, Pittsburgh (1994-2002)

Managed company's largest service center, responsible for repairing cryogenic pumping equipment.

- Wrote a business plan that increased sales from \$1.4 million a year to more than \$6 million.
- Manufactured new pumps in order to reduce lead times
- Increased production so that customers no longer kept spares; they knew they could rely on quick turnaround. Increasing customer loyalty
- Developed business plans to open three additional service centers in U.S.
- Developed a pump exchange program that represented 30% of annual sales.
- Created three new service centers which increased repair sales by \$3million.

1975-1994

Scorpila Facilities

Plant Manager, Air Separation Plant (1991-1994)

- Initiated trailer rehabilitation program which shortened repair time for west coast trailers.
- Converted air-separation plant from an oxygen-base load plant to nitrogen-base load.

- Worked with engineering to computerize the air-separation plant.

Operations Manager (1984-1991)

Responsible for bulk equipment inventory, maintenance of customer stations, and bulk transport equipment.

- Developed fleet operations manual and equipment maintenance manuals.
- Initiated and developed a plan to convert all bulk transports to hydraulic pumping systems.
- Responsible for all DOT regulations affecting trailer and railcar fleets.

R&D Manager (1981-1984)

Responsible for sale of R&D process where oxygen was injected down oil wells drilled into tar sands reservoirs to enhance production via combustion.

- Contributed oxygen material compatibility and high-pressure pumping technology.
- Enhanced production in tar sands reservoir by 60% by using a combustion process.
- Awarded the Canadian National Sales Award in 1983 for selling the combustion process, storage / pumping facility and product to BP.

Engineer (1975-1981)

Operated the pump test laboratory. Evaluated high-pressure cylinder filling and trailer pumps.

- Developed oil field service equipment for Halliburton and Union Carbide Industrial Services Company (UCISCO).
- Developed high-pressure pumps for oil well fracturing and industrial cleaning.
- Developed systems for cylinder-filling and customer stations, and shipping methods for carbide on railcars.
- Designed oil field fracturing trailers and trucks still used by Halliburton and Scorpila cleaning services.

EDUCATION

Starcity Institute of Technology

B.S., Mechanical Engineering Technology- 1975

**MILITARY
SERVICE**

US Navy

Engineman 2nd Class (E-5)