

BARRY ALLEN

951.284.5404 | barry@careertuners.com | Irvine, CA | [linkedin.com/barry](https://www.linkedin.com/in/barry)

Market Share Growth + Lean Manufacturing + New Product Introduction + Revenue Generation

Augments bottom-line by optimizing time-to-market, penetrating new verticals, and delivering increased production value.

- ◆ **Business Development:** Increased sales from \$12M/year to \$80M/year by systemizing product delivery, augmenting customer retention, and moving sales reps from head office to service centers at Starlabs.
- ◆ **Sales Management:** Grew sales by 30% and profits by 10% in a declining market at Wayne Labs by transitioning to process-driven, market-focused product manufacturing; catered to the customer demand and latest market trends.
- ◆ **Value Proposition Improvement:** Boosted company sales by \$6M/year by revitalizing an outdated trailer pumping system at Star City Cryogenic Research Lab and by offering additional maintenance services to customers.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 Cycle Management
Contract Negotiation
Budgeting & Forecasting

Operations Management
Production Planning
Go-to-Market Strategy

P&L Management
Scaling Production Lines
Sales & Marketing Collateral

Professional Experience

Head of Applications, Starlabs

06/2019 Present

Headed manufacturing division at a major car manufacturer with \$4B revenue. Reported to CEO.
Overall, reduced delivery time by 200% and improved efficiency by 10%, boosting profitability by millions.

Product Innovation & Market Strategy

- ◆ Improved customer satisfaction and subsequent retention by heading a project to replace existing diesel engines with electric motors; resolved issues with SCAQMD after conducting an in-depth root-cause analysis.
- ◆ Led development team to design and manufacture a state-of-the-art, 20,000-psig, 300-cubic meter nitrogen/LNG fracking pump. Facilitated product promotions by helping create a go-to-market strategy and marketing collateral.

Continuous Improvement

- ◆ Reduced order delivery time from 15 to 5 days, subsequently augmenting sales, by identifying and eliminating redundancies in filing and approval processes; deployed a visual management system for end-to-end order tracking.
- ◆ Saved \$200 per order by eliminating cryogenic seal failures through the introduction of a new testing phase for seals. Improved the company's strategic market positioning by using the Six Sigma method to eliminate design challenges.

Team Leadership

- ◆ Improved team performance by 5% by holding brainstorming sessions to secure collective buy-in for issue resolution.
- ◆ Augmented operational efficiency by 10% by executing Lean 5S principles to build an organized and safe workspace; improved ergonomics by aligning the physical environment with employee mood, morale, and work behaviors.

Managing Director, Wayne Laboratories

04/2012 – 06/2019

Revamped operations and restructured pricing at a major electronics provider. Reported to Area Director.
Overall, increased profits by 15%/year and sales by 30%.

- ◆ Boosted profit by 15% within a year by developing a customer outreach program. Held face-to-face sessions with 300+

Commented [Fatimah M1]: Powerful and "Unselfish" Branding Statement
Don't use a career objective. Tailoring this for each job you apply to has a strong impact on your job search. (Don't spend more than 30 seconds on tailoring this!)

Commented [Fatimah M2]: Major & Relevant Strengths
Follow each strength up with proof.

This summary includes keywords, which are important for ranking in Applicant Tracking Systems and job boards like Monster and LinkedIn.

Commented [Fatimah M3]: Skills Section
Easy-to-edit skills table makes tailoring resumes for different job listings effortless.

Commented [Fatimah M4]: Subheadings
Draw readers' eyes to your key hard skills. I've only done this for this experience to illustrate subheadings, but I would either do this throughout the resume or not at all.

Commented [Fatimah M5]: Positive Change
Use either percentages or before-and-after statements to show the positive changes you have created.

Commented [Fatimah M6]: Quantified Accomplishments
Give your bullets context by describing the challenge you overcame. If you are changing careers, include only content that is relevant to your new career direction.

Commented [Fatimah M7]: Company Description
Describe the company you worked for briefly if this aligns with your career goals. I wouldn't do this if Barry was interested in working for Gucci, for example.

customers to identify requirements and reprioritize process goals based on the Voice of the Customer (VoC).

- ◆ Increased sales by 30% and profit by 10% in a slow market by implementing Lean principles to boost process efficiency.
- Barry Allen Resume | Page 2 | 951.284.5404 | barry@careertuners.com | Irvine, CA | [linkedin.com/barry](https://www.linkedin.com/in/barry)
- ◆ Ensured rapid delivery of pumps to generate power during a hurricane; built an automated reporting tool to track required parts. 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.

Commented [Fatimah M8]: Second page starts here

Operations Manager, Star City Cryogenic Research Lab

08/2009 – 04/2012

Secured growth and eliminated customer-related issues at this auto parts manufacturer. Reported to CEO.
Overall, increased sales by 433% and efficiency by 60%.

Commented [Fatimah M9]: Context for achievements.

Commented [Fatimah M10]: Overall Results
If you're interested in a senior management role, boldly show the overall impact of your actions

- ◆ Generated \$20M in sales by increasing turbo sales from 5 units to 45 units/year. 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 for 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 as well as manufacturing ACD Turbo expander wheels in-house.
- ◆ Improved manufacturing efficiency by 60% by freeing 7500 ft.² floor space and introducing automated storage units.
- ◆ Conducted resource planning and hired 90 new employees to meet increased business demands.

Customer Service Representative, at University of Gotham

10/2006 – 06/2009

Hand-selected to perform this role out of more than 300 student applicants.
Rolled out several projects that ultimately served more than 10,000 students.

Provided exceptional customer service, ensuring smooth operations.

Commented [Fatimah M11]: Skill Subheadings
If you are having a very hard time "translating" your work on your resume, try using subheadings like this.

- ◆ **Integrity:** Handled cash (up to \$3K) while maintaining extra-sensitive customer service at formal events.
- ◆ **Customer Service:** Worked with customers respectfully; made suggestions, maintained customer databases, and handled tough customers politely. Ensured all customers were taken care in a timely fashion.

Commented [Fatimah M12]: Summarize earlier achievements.

To avoid blatantly aging yourself, summarize earlier positions if they are older than 15 years and not super relevant to what you'd like to do next.

Earlier Experience: Marketing Lead, Luminex | Customer Service, Dunder Mifflin | Radio Jockey, Star City Radio

You can use a skills table, like the one on the first page, to make sure you're not missing any keywords from these experiences.

Education

MBA with a focus on technology, Star City Institute of Technology 2020

- ◆ **Courses:** Ethical Negotiations, Executive Leadership for Manufacturing, Operations Management, Data & Decisions, Organizational Behavior, Managerial Accounting, Taxes & Business Strategy, Compensation Management, Valuation
- ◆ **Measurement & Compensation Project:** Examined controversies surrounding corporate governance and compensation for a Fortune 500 client; delivered recommendations with a focus on PR and long-term growth.
- ◆ **Entrepreneurial Mentorship:** Collaborated with several founders and domain experts to develop strategies for growth for two entrepreneurs in the startup stage; both startups have a current combined valuation of \$8M.

Commented [Fatimah M13]: Keyword-Rich Courses
If you graduated recently and need to add keywords to your resume, your education section is a great place to do it.

Commented [Fatimah M14]: Keyword-Rich School Project
Draw readers' eyes to your key hard skills if you don't have much professional experience.

BE Mechanical Engineering, Star City Institute of Technology 2009

- ◆ **Community Involvement:** Won sponsorships for local orphanage by networking strategically with small businesses.

Commented [Fatimah M15]: Result-Focused "Extracurriculars"
Sometimes, your best work is what you do for yourself or for a non-profit. You can add that here or even start your resume with your volunteer work if that's what's most relevant to your readers.

If you are a new graduate, this section might span several lines long and would showcase your soft skills.