

# RICHARD C.

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SENIOR EXECUTIVE fostering business growth in the face of rapidly evolving competitive demands. Excels in global enterprises of all sizes with expertise in strategic planning, operations, manufacturing/process optimization, and P&L. Multinational experience spans the US, South America, Malaysia, and Australia.

- ◊ Fueled \$100M+ profit by pioneering autonomous product development for South America manufacturing, enabling market introduction 18 months ahead of corporate-wide average.
- ◊ Launched stalled \$1.2B greenfield manufacturing facility on time, navigating labor, supplier, and currency exposure issues and engineering product demand to support full-capacity operations and reach current \$500M+ profit.
- ◊ Designed globalization strategies with projected savings exceeding \$500M, aligning future course with industry trends and demands by optimizing brand/product portfolio, manufacturing footprint, and fixed-cost structure.

TURNAROUND ARCHITECT sparking critical change to focus around corporate direction; transforms challenged organizations into market leaders, minimizing expenses, bridging disparate teams, and introducing operational/business tactics.

- ◊ Developed revitalization plan business structure targets for \$90B North America business unit, pre-positioning for industry downturn by uniting leadership behind changes to product offerings, plant footprint, and staffing levels.
- ◊ Reversed \$2.1B South American operations from \$500M losses to breakeven in under 2 years during economic slump.
- ◊ Dropped fixed costs from 30% to 15% of revenue by restructuring workforce size, introducing team value management strategies to minimize material expense, and revamping distribution channel and product mix.

AGGRESSIVE CRISIS DECISION-MAKER improving market position in economically challenged segments.

- ◊ Seized #1 market position for Ford Argentina for first time in 13 years despite economic collapse by devising financial strategy, restructuring operations, and innovating alliances with preferred distributors.
- ◊ Averted \$14M factory closure, negotiating agreements with Argentine government and establishing network of investors to facilitate factory's acquisition by local companies; avoided large-scale staff reduction.
- ◊ Advanced from #8 to #5 in Malaysia market in the midst of Asian economic crisis by modernizing operations, launching new product line, and enhancing distribution network.



MBA, XXXXX XXXXXXXXXXXX ◊ Graduate Diploma, XXXXX  
*Fluent in Portuguese; proficient in Spanish*

*Previous Engagements:* Board Member-Council of the Americas  
Lecturer, University of XXXXX, "Business Strategy in Latin America," 2003-2005

## PROFESSIONAL OVERVIEW

XXXXX COMPANY: 19XX - 20XX

Director of Strategic Planning, World Headquarters, '06-'08

- ◊ Formulated plan for restructures/consolidations, divestitures, and corporate advancement.
- ◊ Identified opportunities for globalized product development and manufacturing as well as improvements to enterprise portfolio in accordance with "natural ownership."

Director of Business Development, Americas, '04-'06

- ◊ Tapped to initiate revamp of North America direction, heading turnaround planning for \$90B unit's brand positioning, manufacturing strategy, fixed costs, and future course.

President & CEO, South America, '02-'03

- ◊ Held full accountability for operations in Brazil, Argentina, Venezuela, and Chile, including 9,900 personnel, \$2.1B in revenue, and 7 production sites.
- ◊ Realigned greenfield launch in Brazil to on-time completion, introducing co-op manufacturing structure between internal personnel and suppliers; drove production capacity of new facility to 250,000 units per year.

President & CEO, Argentina, '01-'02

- ◊ Oversaw \$900M in revenue as well as operations for 2,300 personnel and 2 manufacturing facilities during economic collapse; reworked segment's balance sheet to compensate for currency devaluation and enable cost containment and organizational restructure.

Managing Director, Malaysia [Joint Venture with SXXXX], '97-'01

- ◊ Promoted to re-secure credibility in Malaysia market; reformed joint venture contract to boost Ford's ownership from 30% to 49% and improved competitive ranking.
- ◊ Advanced productivity 20% by integrating Lean manufacturing practices, modernizing operations, and introducing self-managed work environment.

Manager, Worldwide Growth Strategy, '95-'97

- ◊ Vital in enterprise's globalization tactic, structuring market penetration and product entry plans for China and India.

*Additional, XXXXX Australia:* Controller ◊ Quality Manager ◊ Customer Service Manager ◊ Manager, Quality Improvement Methods Supervisor, Technical Services - Plastics Division ◊ Manufacturing Engineering Processor - Plastics Division