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# Paul Jones

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## SENIOR MANAGER

♦ General Management - Project Management - Marketing Management ♦

Highly successful, with 18 years of international, multi-cultural experience, within a modern production high volume environment. Developing and implementing business strategies that has propelled the company to a position of market leadership. Now looking forward to making a continued significant contribution for an SME within a senior management appointment.

## AREAS OF EXPERTISE

- Strategic and business planning
- Business / product development
- Project Management
- Marketing Management
- Materials / inventory controls
- Logistics / MRP E-business
- Financial controls / budgeting
- Growth revenue/reducing cost
- Leadership / Staff Development
- Change Management
- Human Resources
- Quality Assurance

## EDUCATION

<b>Degree</b>	HES Mechanical Engineer	1990 - 94
<b>EIVD</b>	Evening Engineer School of the Vaud canton	
<b>Diploma</b>	Mechanical Technician (Baccalaureate)	1978 - 82

## PROFESSIONAL EXPERIENCE AND SIGNIFICANT ACHIEVEMENTS

### DEVELOPMENT PROJECT MANAGEMENT

2005 - Present

Write Company A here

- Established Chinese subsidiary whilst managing the Korean market, and sourcing viable opportunities in Brazil.
- Developed a marketing strategy that strengthened our market presence, whilst developing our sales force and distribution channel.
- Established a bonded warehouse used as our Asian distribution centre.
- Installed an I.T. Local Area Network linked with our central server in Europe: for MRP, order processing, AOP, and performance measurements.
- Hired and trained a complete Chinese staff compliment including General Management, Financial, Customer Services, Sales and Inventory Employees
- New revenue of 3 millions USD in 2004.
- Growth in revenue: from 1.7 millions USD to 6 millions in 2005.
- Introduced a "Vision Line" after new company acquisition.

### GENERAL MANAGER

2001 - 03

Write Company B Here

Responsible for the finance, marketing, sales, planning, customer service, warehouse, production and purchasing departments, 2 commercial sites and 1 factory making around 20 millions of USD.

- Restructured after September 11 in order to cope with the dramatic economic downturn: Consolidated 2 small business units, reduced staff numbers from 150 to 52 (flattening of hierarchical structure). Despite the restructuring operations, the remaining team was highly motivated.
  - Closed the Standard Gauge factory, transferred production to Europe then initiated an aggressive marketing campaign that improved our market share for this range of products.
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## PROFESSIONAL EXPERIENCE AND ACHIEVEMENTS (CONTINUED)

- Installed I.T. network linked with our central server in Europe that included allowing the consolidation of the administration.
- Consolidated and optimized stock and inventories, centralized 95% of the administration in Switzerland.
- Took over the marketing operation for 2 new products lines and the production line for one.
- Initiated a new marketing strategy that gained market share.
- Increased sales by 50% for the 2 new lines of products and reduced the cost by 35% - making the produced goods very profitable.
- Gained 10% of market share against our key competitors
- Total annual savings 3'720 KUSD through the different restructuring.

### DEVELOPMENT PROJECT MANAGEMENT

1997 - 01

Write Company C Here

- Identified the potential offered through e-commerce and launched the first internet site for TESA.
- Helped modernise the company by closing TESA- RSD in Leicester: managed Union issues employee relations.
- Replaced a maximum of TESA- RSD's products by subcontracted products or products for resale.
- Total annual savings 1'500 KUSD.
- Instrumental in the reorganization of Roch France Lunéville and the transfer of production to TESA.
- Analysed the potential of Kosaka Company in Japan for a new line of products.
- Launched a new US product line in Europe, set up the logistics, marketing, sales and after market activities.
- New sales revenues of 7'000 KUSD.
- Worked with Chinese suppliers for the continuity and the launch of some "low cost" lines / brands, whilst managing business development, quality issue, and training relationships.
- New sales revenue of 4'000 KUSD.

### QUALITY ASSURANCE MANAGER

1994 - 97

Write Company D Here

- Achieved ISO 9001 certification and SCS accreditation.
- Participated in International Quality Program between Europe and the USA.
- Reduced warranty costs to achieve 0.1% of the total turnover.
- Reduced the total quality cost from 6% of the total turnover to 3%
- Total annual savings around 2 Millions of USD.

## EARLY CAREER

QUALITY MANAGER	S.A.	1990 - 94
QUALITY CONTROL MANAGER	S.A.	1987 - 90
QUALITY CONTROL INSPECTOR	S.A.	1986 - 87
QUALITY CONTROL INSPECTOR	CTSE	1984 - 86

## PROFESSIONAL DEVELOPMENT

<b>CDE</b>	Cours de Direction d'Entreprise - Company Management (CRPM)	2005 - 06
<b>AMA Management</b>	Unit 1 - Strategy. Unit 3 - Marketing (AMA- USA)	2002
<b>Open University</b>	The Capable Manager (UK)	1999 - 00
<b>UTS</b>	Management Course (UTS - Swiss technical Association )	1996 - 97
<b>Various:</b>	Quality System Manager (Course and Certificate, Quality Analyst, Quality Management Technician, Computer Science.	

## PERSONAL

*Interests and Pastimes:* Alpinism, endurance sports, I.T.  
*Status:* Married. *Born:* 1966.