

**<Name>**  
**Networking Profile**

<https://www.linkedin.com/in/name>

Tulsa, OK

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Experienced and results-focused Quality Assurance and Mechanical Engineering Manager with 15+ years experience with a world-wide manufacturer of new and existing technology products. Collaborative, metrics-driven, team-player who motivates employees through goal setting and constructive feedback.

**Interpersonal Safety / Concurrent Product & Stage-gate Product Development Processes / Team-Based Management / ISO 9001 Quality Management Systems / Continuous Improvement / Balanced Scorecard / Concurrent Engineering / S.M.A.R.T. goals**

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**Accomplishments**

- **Saved 1,800 hours per year** in writing and searching for standards by authoring and publishing over 250 mechanical and electrical design standards in the newly developed "Artificial Lift Engineering Manual"
- **Reduced by 35% in one year** the backlog of engineering-change-management (ECM) requests and **reduced by 25%** the processing time for new-product development ECM's
- **Made possible \$15M niche-market revenue per year** by leading a cross-functional team to interpret, author and publish 75 cross-department procedure and instructions to comply with the newly released ISO 15551-1 standard
- **Reduced by 20% over 18 months** the Pump plant's cost-of-poor-quality
- **Reduced by 25% in one year** the backlog of QC work
- **Reduced by 15%** the number of scrap pieces, **reduced by 27%** the number of reworked pieces and **reduced by 22%** the number of use-as-is pieces
- **Reduced by 21%** the number of rejected shop work-orders
- **Reduced by 45%** the scrap rate of machined parts
- **Improved from 78% to 98%** the first-test pass rate for factory acceptance testing
- **Improved by 115%** facility margin; built up **market share from third to first; escalated from \$1M to \$25M** annual new product revenue; reduced to 0.5% voluntary turnover
- **Reduced by 40%** engineering development time and **reduced by 25%** product cost
- **Awarded the 1997 Oklahoma Quality Award** in the top of three tiers ("Excellence")
- **Produced nearly 150 significant and measurable improvements** in through-put, customer satisfaction and profitability
- **Generated \$6.5M per year revenue** by designing 10 new and revalidating 8 existing surface-controlled, subsurface safety valve products.

**Target Positions**

Engineering Manager or Director; Quality Assurance Manager or Director; Continuous Improvement Manager; Engineering Business Services Manager; Technical Writing Manager; Industry Standards/Documentation Manager

**Target Companies**

Small to midsize foot-print companies in the greater Tulsa community that design, manufacture, market and service technology products for the oil & gas, aerospace, manufacturing/fabrication or heat exchanger industries. Companies that measure performance and challenge the organization with goals then empower employees to improve safety, profits, customer satisfaction and employee retention.

**Representative Target Companies**

**Oil & Gas**

Helmerich & Payne Inc.  
OneOK  
The Williams Co. Inc.  
Unit Corporation

**Oil & Gas Services**

Accelerated ESP  
Borrets  
Dover (Accelerated ESP, Norris Rods)  
Halliburton  
Linde Process Plants Inc.  
Matrix Service Company  
National Oil Well  
Schlumberger  
Summit ESP  
T D Williamson Inc.

**Aerospace**

American Airlines  
CSI Aerospace  
Dover Energy  
Flight Safety  
L-3 Aeromet  
NORDAM  
Spirit Aero Systems

**Manufacturing & Fabrication**

Braden Manufacturing LLC  
Crane Carrier Co.  
Crosby Group  
Exterran Inc.  
PCES  
Ramsey Winch Co.  
WillBros

**Burners, Heat Transfer**

Callidus Technologies LLC  
GEA Rainey Corp  
Harsco Industrial Air-X-Changers  
John Zinc  
SPX Heat Transfer Inc.  
Zeeco

**Industrial Equipment**

Hilti  
McElroy Manufacturing Inc.

**Metals and Metal Products**

Paragon Industries Inc.  
Valmont Tubing  
Webco Industries Inc

## **NAME**

## **CONTACT INFORMATION**

## **OVERVIEW**

Answer the question “What problem do you solve?” What does someone get when they hire you? This may be exactly what you have on your resume. The general idea here is to help someone help who wants to help! To do that, you have to guide them.

## **KEY ACCOMPLISHMENT #1**

What is the best thing you delivered for your employer in your career? Often formatted as a “STAR” Statement – Situation – what was the problem the employer needed to be solved and why was the role uncovered? Task – what was the specific job description item, Action- what did you specifically do that brought about a good result? and Result – usually measured in dollars, numbers or percentages.

## **KEY ACCOMPLISHMENT #2**

Add another good thing you have done for your employer where you can tie your unique skills/gifting with good outcomes/results. Maybe if #1 was the best for your whole career, make sure this one is fairly recent.

## **POSSIBLE TITLES/ROLES**

Show them a list of the job titles that most likely fit what you are looking for.

## **INDUSTRIES OF INTEREST**

Likely the same industries you have been in but if you are trying to change, show them. Maybe explain why if your prior work is industry specific.

## **COMPANIES OF INTEREST**

What companies are employers that you have seen hiring or know by reputation where you are looking for helpful introductions?

## **PEOPLE OF INTEREST**

Maybe you heard a name of a specific person that you want to meet who might help advance your job search.