

JOHN SMITH

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SENIOR ENGINEERING EXECUTIVE - BUSINESS DEVELOPMENT

24+ year highly successful Business Development experience mostly at Leading Automotive Multinational Companies Handling Portfolio of \$20 Million & Clientele up to 100

PROFESSIONAL SUMMARY

- **Result-Oriented** Senior Business Development Professional with **24+ year** experience & thorough knowledge of **Automotive OE Business**
- **Proactive Sales Strategist** with strong **Problem-Solving** skills with regard to customer satisfaction
- **Collaborative & Empowering Leader** dedicated to **Continuous Improvement** with **Dual Focus** on the team members & the organization's **BIG PICTURE**
- **Dynamic Project Manager** skilled in numerous **Quality Management Tools** (APQP, FMEA, DVP's, GPDS and Global 8D Problem Solving)
- **Outstanding Communicator** in a **Multicultural Environment** resulting in strong customer relationships
- **Customer-Focused, Decisive Executive** with a passion for **life-long learning & continuous improvement**
- **Well-Conversant** with stakeholders both internal & external focusing mutual benefits

Selected Achievement Highlights

- *Repeated success in Acquiring New Businesses accounting for 10% - 20% of the overall turnover*
- *Successfully launched New Businesses with Ford Australia having an annual turnover of \$20m*
- *Effectively implemented 75 Engineering Changes at Dana Automotive System Group resulting in increased profitability*
- *Played a major role in Assembly Relocation of existing products from Germany to China*
- *Proven success in Increasing Turnover by more than 20% with effective Customer Relationship Management*
- *Managed key accounts like Toyota & Ford earning High Profits at ZF Group*
- *Strategically Rebuilt Customer Relationship after a period of 5+ years' instability*
- *Increased Rate on Investment for the company from 15% to 20%*
- *Proven Aptitude & Skills to excel in a result-driven & customer-focused environment*
- *Strong command over Business Protocol in the Asia Pacific Region*

PROFESSIONAL EXPERIENCE

ZF Group
Melbourne

BUSINESS DEVELOPMENT ASIA PACIFIC

(May 2006 - Date)

Selected Achievements:

- Successfully launched new businesses with Ford Australia having an annual turnover of \$20m
- Increased Return on Investment for the company from 15% to 25%
- Exceeded all KPIs as required by the customer in most of the cases
- Acquired new businesses with an annual turnover of \$2m
- Played a major role in assembly relocation of existing products from Germany to China
- Strengthened relationships with customers in the Asia Pacific Region
- Strong command over Business Protocol in the region (government incentives, taxation, duties, etc.)
- Successfully handled acquisition projects for Global Vehicle Platform
- Represented company in top supplier meetings in China & Thailand as well as in Industry Networking Events
- Conducted a thorough Industry Analysis for major strategic decisions about future vehicle programs
- Performed Market Analysis for Asia Pacific Region for future strategic planning for the region

Dana Automotive Systems Group

Melbourne

NEW BUSINESS ACCOUNT MANAGER

(Sep 2004 - May 2006)

Selected Achievements:

- Strategically rebuilt customer relationship after a period of 5+ years' instability
- Effectively implemented 75 engineering changes resulting in high profits
- Successfully liaised with customers' Engineering, Quality and Purchasing Departments
- Conducted thorough research to identify new prospects in the region
- Fostered a highly collaborative sales teamwork through open communication and transparent reporting

Universal Forme Cutting, Braeside

Victoria

NATIONAL SALES MANAGER

(Jun 2003 - Sep 2004)

Selected Achievements:

- Significantly increased sales by 25%
- Identified and secured new businesses within the Automotive Industry utilizing my outstanding PR skills
- Developed appropriate Negotiating Strategies for different customers
- Initiated robust Sales Reporting Program through Pipeline Reporting
- Identified new customers and markets reducing reliance on the established OE businesses in the region
- Effectively coordinated with the technical staff & internal colleagues to meet customer needs

Laser Computer Services

Melbourne

BUSINESS DEVELOPMENT MANAGER

(May 1999 - Dec 2002)

Selected Achievements:

- Dramatically increased turnover by more than 60%
- Successfully acquired new businesses for the company that accounted for 40% of overall turnover
- Effectively managed all customer accounts
- Prospected for new clients through effective networking

ITW Deltar, Sth Oakleigh

Victoria

SALES ENGINEER

(Apr 1994 - May 1999)

Selected Achievements:

- Radically improved sales by more than 18%
- Successfully implemented new Quality Management System as part of the Senior Management Team
- Tactically launched new Non-Automotive Products to increase profits and reduce reliance on OE customers
- Identified potential customers & successfully converted them into businesses
- Effectively introduced MS Project Reporting for all new projects in the company

Other Experiences

- | | | |
|---|-------------------------------------|----------------------|
| • Burlee Products, <u>Boronia, Victoria</u> | TOOL MAKER | (1991 - 1994) |
| • Godfrey Engineering, <u>Geldeston, Suffolk, UK</u> | TOOL MAKER | (1988 - 1991) |
| • Morton's, <u>Lowestoft, Suffolk, UK</u> | MECHANICAL FITTER AND TURNER | (1986 - 1988) |

ACADEMIC CREDENTIALS

- **Diploma in Mechanical and Production Engineering** 1991
Lowestoft College of Further Education, UK
- **Associate Diploma in Mechanical and Production Engineering** 1989
Lowestoft College of Further Education, UK

SKILLS & EXPERTISE

- Effective Communication Skills
- Impressive Presentation Skills
- Problem-Solving Approach
- Leadership Skills
- Professional Networking
- Strong Organizational Skills
- Sharp Analytical Skills
- Decision-Making
- Relationship Management
- Effective Negotiation Skills

CERTIFICATION / COURSES

- Numerous Project Management Courses 2011
- VA/VE Continuous Improvement Course 2009
- Indentured Apprenticeship (Mortons and Godfrey Engineering) 1991

COMPUTER LITERACY

- **Quality Management Tools:**
 - APQP
 - FMEA
 - DVP's
 - GPDS
 - Global 8D Problem Solving
- MS Project
- MS Word
- MS Excel
- MS PowerPoint

NON-ACADEMIC INTERESTS

- Golf
- Cooking
- Traveling
- Reading

PERSONAL DATA

- **Nationality** Australian
- **Languages known** English
- **Availability** 1 Month's Notice

References to be furnished upon request