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RAUL M. ARRIAGA



Summary:

Bilingual Executive, with 25+ years of progressive experience working for Multi National High Technology Companies operating in México, manufacturing Electronics, Electrical, Automotive, Metal Mechanic and Aerospace products. The first 11 years as a Senior Engineer and Manufacturing Manager, and the last 14 years as Business Unit, Program Manager and Plant Manager (1,100 employees). Focused on Profit Improvement, Process Improvement, and HR development. Cost Savings Oriented Manager. Strong expertise on technology transfers: NPI's and Full Plants Transfers. Two great experiences starting operations from scratch with Elektrisola and Coilcraft, including all negotiations required to start up two new plants, land acquisition, industrial buildings construction, layouts design, selection of suppliers, staffing, product transfers, full plant operation, etc.

ASSIGNMENTS IN

Mexico, USA

HIGHEST POSTION HELD

General Manager

PROFICIENCIES

Spanish-English Bilingual

CHRONOLOGICAL SUMMARY OF ASSIGNMENTS

- Industrial Consultant, Real Estate | 2015-Current, 2011-2013, 2006-2010
- Virginia Transformers | 2014-2015
- SMTC | 2013
- Labinal | 2010-2011
- Celestica | 2010
- Stoneridge | 2004-2006
- Coilcraft | 1997-2003
- Elecktrisola | 1995-1997
- Data General | 1987-1995

ASSIGNMENTS

Industrial Consulting.

Date: 2015-Current

Role: Operations Director at Globalplexs. International Industrial-Business Consulting Firm. (www.globalplexs.com).

Responsibility: To help our customers to improve performance/maturity, control and profitability.

Date: 2011-2013

Role: Owner

Responsibility: Independent Real Estate, and other commercial activities, industrial consultant, and professor (at masters level, at a local University).

Date: 2006-2010

Role: Owner

Responsibility: Independent Real Estate, construction and other commercial activities.

Virginia Transformers

Date: 2014-2015

Role: Factory Manager

Responsibility: In charge of all manufacturing operations for the two main product lines: Dry and Oil filled power transformers. Responsible for human and technical resources in a 2 shift, 7 days a week manufacturing operation. Customers included Pemex, CFE and all major Mining, Oil & Gas Exploration companies around the world. Introduced the Visual Factory concept into the plant for better visual control and process follow up. Reinforced the 5'S program and trained all employees. Reorganized all areas for better product flow, in preparation for Lean Manufacturing implementation.

SMTC

Date: 2013

Role: Manufacturing Manager

Responsibility: Lead 4 multidisciplinary teams (production, engineering, planning, customer service, materials, document control) serving 4 customers. Responsibilities included: PCBA production, Systems Integration (box build) and testing, man-

agement of engineering changes, New Product introduction, On Time Delivery, Internal and External Quality, Training and Certification of employees, P&L, Cost Control, Budget Administration, and Revenue Planning among others. Successfully planned and introduced 2 new customers (NPI), 130 new products into Chihuahua plant. Changed traditional manufacturing lines into "U" cells improving output, quality and supervision.

Labinal

Date: 2010-2011

Role: Program Manager

Responsibility: Main point of contact for the Customer and ensured customer satisfaction. New contracts introduction, pricing, claims, engineering changes, on time delivery. Program reviews with Customers and Company executives. Sales compliance Vs. budget and capture additional revenues from current customers. Maintain and enhance

YEARS OF EXPERIENCE

Total 25+

EDUCATION

Master of Business Administration.

Instituto Tecnológico y de Estudios Superiores de Monterrey.

Bachelor of Science, Industrial Engineering w/ major in Electronics.

Instituto Tecnológico de Chihuahua.

ASSIGNMENTS

the financial and operating results as defined in the budget through continuous improvement. Internal & External Quality Management. Head-count control and optimization. Line balancing and area capacity analysis. Team direct and indirect supervision. Encourage people development. 100% on time delivery at the customer site for 7 straight months. Maintained a high level of customer satisfaction according to monthly surveys. 100% Engineering Change Notices implementation Vs. Commitment despite changes by the customer. Met revenues Vs. forecast.

Celestica

Date: 2010

Role: Sr. Program Manager

Responsibility: Leader of a dedicated multifunctional team: Production, Engineering, Quality, Materials, Production Control and Customer Service. Full P&L responsibility of the most important Celestica program: Oracle/Sun Microsystems. Managed and monitored program scope, revenues, profit, costs, schedule, quality, risk, budget, etc. Main point of contact between Celestica and the customer for all business related issues. Successfully managed the introduction of a new \$600 M/ year revenues account, leading the team from the initial startup phase through the qualification phase. Managed all technical, financial and personnel issues throughout the whole phases of the project, ensuring proper planning and control methods were in place at the site to meet the customer requirements. Setup the new production lines with all facilities, equipment and internal logistics, including the staffing and training of personnel. Achieved the final approval from Oracle top management to start production at Celestica Monterrey site.

Stoneridge

Date: 2004-2006

Role: Focused Factory Manager

Responsibility: Full P&L responsibility of the largest company account: INTERNATIONAL TRUCK & ENGINE Co. (38% of total company's business), a High Mix - High volume program. Managed Manufacturing, Product and Process Engineering, Planning/Production Control and Customer Service. Responsible for 320 direct and 30 indirect employees. Sustained and improved a two digit Gross Profit Margin. Created and managed a multidisciplinary Customer Focus

Team (dedicated resources). Improved Customer Satisfaction Surveys upon operation of the CFT. (some of the areas evaluated: OTD, Quality, quick Response to Demand Changes, NPI's, cost, 24 hour response to build and ship Emergency Service Parts, etc). Established a strong partnership with the customer by improving communication and physical presence at the customer sites. Highest level of flexibility to react to customer change of demands by using IT and a daily contact with the customer. Customer complaints reduced by 40% during 05-06 by achieving a high level of commitment of direct labor and supervisors, and other continuous improvement initiatives driven by the CFT. No product failures during Pilot Runs at the customer sites (Truck Assembly Plants) during 2004-2006. Implemented and managed the Stoneridge Production System (based on the TPS), resulting in improved product flow, better floor utilization, reduced wip, and reduced labor. Consistent improvements on key metrics such as Revenues, FPY, external PPM's, Scrap, OTD, Customer Satisfaction, Inventory Levels, E&O materials, Freights, Efficiency, etc. as a result of a strong commitment by the CFT combined with the tools provided by the Stoneridge Production System, the Company Strategic Business Plan and Corporate Support.

Coilcraft

Date: 1997-2003

Role: General Manager

Responsibility: Started the Chihuahua facility from scratch. Managed the purchase of land, design and construction of the buildings. Set up facilities including manufacturing floor lay out, warehouse, offices, electrical, pneumatics, ergonomics, equipment and machinery. In charge of all Operations of a 3 shift, no union, hi-tech facility, with 1,100 employees. Hired and trained the management staff. P&L, Planning and Forecast responsibilities. Customers included Nokia, Motorola, Panasonic, Samsung, and other major telecommunications equipment manufacturers. 2 major product focus teams created and fully trained. Certified the plant (by SGS) under QS/ISO 9000 with a perfect audit, zero non conformances. Coilcraft Inc. recognized Chihuahua as the Best Quality Facility in 2002 (200 PPMs, external). Established a fully operational training department, ran by training specialist engineers, trained in the UK. Cost/Hr reduced by 35% in 2001-2002 by implementing Lean Manufacturing Techniques and training-certification of direct labor. Achieved Company's Financial objectives and other major key metrics, being awarded with

performance bonuses for 6 straight years. Designed and developed a complete computer controlled HR system, exported to all Mexico Plants afterwards. Led negotiations for the best contracts in town for services like cafeteria, transportation, etc., saving US \$1.16 M. Achieved safety excellence. No serious work accidents during the six years of operations of the company in Chihuahua. Established an effective bonus program for direct labor based on quality performance, on time delivery, perfect attendance, material utilization and other important metrics, obtaining savings and reduced customer complaints. Kept all Union activity away for the whole plant's 6 years history.

Elektrisola

Date: 1995-1997

Role: Manufacturing Manager

Responsibility: Responsibilities included management of: Human and technical resources, budgets and cost control, key metrics and strategies to improve them, production planning & scheduling, process engineering, direct and indirect materials planning, writing of operational procedures, safety and environment protection procedures. Major customers included Visteon, Johnson Controls, Mallory, Coilcraft, etc. Managed a 24/7, 360 days a year manufacturing operation. Achieved a very safe factory launch, prior to commitment. Established an effective training system, that included certification and re-certification of personnel and decision making guides to solve process and quality problems. As manufacturing manager, awarded with performance bonuses every quarter for achieving operational and financial goals. Early certification by Visteon and Johnson Controls as Approved Vendor to ship in a Just In Time basis. ISO 9000 certification (by DQS) 16 months after plant start up.

DataGeneral

Date: 1987-1995

Role: Sr. Engineer & Test Engineering Department Leader

Responsibility: Test Engineering and NPI support for an OEM Manufacturing and Repair Center for computers, peripherals, printed circuit boards, communication equipment and wire harnesses.