

RUSS PHILLIPS

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Business Development

Estimating

Project Management

Quality Assurance

Technical Writing

Auditing / Inspections

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BIO

A degreed engineer and proven manager with a broad background in quality assurance, business development, and project management. An innovative, big picture visionary focused on creating competitive advantages that drive aggressive growth plans. A real problem solver with the ability to identify and eliminate impediments to growth and market share. Exhibits a keen sense for quality and customer service that consistently wins contracts and secures long term relationships with customers and business partners. Proficient in the following skill sets:

Program Management	New Product Introduction	Web Development
Manufacturing Engineering	Quality Assurance	Technical Writing
Estimating	Software	Training

SKILLS

Program Management

Possess the skills necessary to effectively manage projects and major programs involving multiple projects. Possess the leadership qualities required to lead a team of professionals from a project's conceptual stage to realization in various disciplines.

Example: Program manager for the transfer of over 35 telecommunication products from Ericsson's Private Radio Systems division in Lynchburg, VA, to CSI in Raleigh, NC. The outsourcing initiative included a fully integrated PRS Wireless Base Station generating over \$10 million in annual revenue. Also championed the transfer of 19 complex electronic assemblies from Bell+Howell in RTP, NC to CSI, a program worth over \$3 million annually.

Example: Chaired an ERP selection committee. Devoted nine months to the identification, evaluation, and ultimate recommendation of a major ERP package to replace an existing antiquated MRP.

Proposals

Possess the ability to win projects using professional and comprehensive proposals to position a company's competitive advantages in response to RFQs. Incorporate various programs such as MS Word, Excel, PowerPoint, ACAD, Acrobat, and the Internet to create powerful written proposals that lead to oral presentations and eventually new business.

(Visit www.russphillips.com for a collection of proposals ranging from satellite facility feasibility studies to \$50 million outsourcing initiatives)

PowerPoint Presentations

Proficient with PowerPoint and various graphics packages used to create innovative presentations accentuating a company's competitive advantages. Possess a unique approach to presentation creation utilizing multiple external software packages that interface with PowerPoint, thereby creating a dynamic and unique image for the company or service represented.

(Visit www.russphillips.com and go to the Portfolio page)

Training

Apply computer skills and proficiency in various software applications to develop professional presentations and training documents. Apply exceptional interpersonal and communication skills to coordinate with all departments within an organization to identify critical training needs and best methodology for deployment of various training courses. Utilize multiple external resources, including customer feedback and the latest industry standards, to develop the most accurate and efficient training programs possible.

Example: Researched the requirements and standards of ISO 9000 and constructed a comprehensive training program designed to prepare all 270 employees for initial ISO 9000 registration audit as well as ongoing surveillance audits. Created the course outline, format, schedule, requirements, qualifications, pass/fail criteria, and re-certification requirements. Developed and delivered the presentation, conducted test evaluations and subsequent recommendations for all attendees.

Training continued...

Example: Researched the requirements and standards pertinent to the development of a training course designed to ensure all applicable personnel were well versed in the IPC and Nortel workmanship standards. Certified over one hundred employees at Flextronics/ECA. Also maintained records of all attendees and recertified employees per pre-established requirements. Responsible for the development and deployment of all aspects of the training program.

Business Plans

Perform various startup activities including proof of concept, earnings potential, marketing strategy, market research, business development initiatives, strategic alliance structuring, pricing models, funding, and exit strategy. Organize all information into a comprehensive and professional business plan or executive summary targeting venture capital, strategic partners, executive team members, or prospective customers.

(Visit www.russphillips.com for business plans ranging from Contact Manufacturing startups to Application Service Providers.)

Technical Writing

Integrate a multitude of software applications to generate paper-based and web-based documentation for various applications such as training manuals, ISO 9000 procedures, work instructions, sales brochures, and proposals.

Web Development

Utilize HTML, Java Script, Flash, Expression Web, and graphical programs to create dynamic and innovative web sites. Develop practical and revolutionary concepts using the Internet as an eBusiness tool rather than a passive means of advertising. Incorporate web browser and Internet technology to deploy business applications in real world environments.

CAREER OBJECTIVE

Join the management team or technical staff of a company serious about setting a standard of excellence. Find the perfect fit where my skills can be utilized to their fullest, challenging and growing my personal and professional abilities while advancing the agenda and ultimate success of the company. Work in a fast paced, project oriented environment—one that compels me to work days and nights as necessary to meet set goals that consistently win customers. Spend the next phase of my career working in a culture that demands professionalism, has high regard for business ethics, and appreciates the value of each and every employee within the company.

WORK HISTORY TIMELINE

Graduated College	Flextronics	Sanmina	CSI	Accu-Fab	QC Commercial
1992	1993	1997	1998	2001	2003 to Present
Wake Technical Community College AAS/ME, Mech Eng Tech Dean's List, 3.5 GPA	Sr. Quality Engineer Chairman of ISO9000 Steering Committee; Program Manager of Nortel Line Card Exchange Offload; Training Coordinator	Quality Manager Managed Quality and Engineering departments; Program Manager for Box Build line	Director of Engineering Managed Quality and Engineering department; Sales Engineer; ISO9000 Coordinator; IT Manager	Engineering Mgr Customer Service Manager; IT Manager; VP of Operations for Vertical Technologies, a subsidiary	Managing Member Owner/Founder; Business Development Manager; Manager of Sales and Finance; Program Manager for Industrial ProjectS

EDUCATION

AAS/ME- Mechanical Engineering Technology
 Wake Technical College, Raleigh, NC
 Graduated 1992 3.5 GPA

SALARY HISTORY

Salary Negotiable

Available immediately. Please call or email to schedule an interview.