

JOHN DUMELLE JR.

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🌐 [LINKEDIN PROFILE](#)

📍 Beverly Shores, IN 46301

DIRECTOR—SUPPLY CHAIN/MANUFACTURING

*Excels at Operations Management, Value Generation, Consulting, and Strategic Revenue Growth
Aerospace and High-Tech Consumer Product Sectors*

High octane, detail-focused professional with solid background in identifying opportunities for business enhancement and "curb appeal" to prospective customers and possible acquirers. Possesses clear vision with ability to deploy data-driven and executable strategies. Analytical mindset with compelling communication and presentation skills at all levels, across and between companies. Organizational mastery in companies from start-up through integration phases. Adept at identifying and developing skills with individuals and cross-functional teams, yielding measurable results.

CORE STRENGTHS

**Manufacturing Operations | Supply Chain Management | Strategic Business Development | Organizational Design
ERP System Implementation | Quality Systems | P&L | Organizational Transformation & Integration**

TECHNICAL SOFTWARE SKILLS

Microsoft Excel | Word | PowerPoint | Project | Visio | ERP Systems: Epicor, Shoptech E-2 Cincom Control

PROFESSIONAL EXPERIENCE

SUPPLY CHAIN & MANUFACTURING OPERATIONS CONSULTANTS LLC | Beverly Shores, IN

Independent Consultant

02/2020 – Present

Contracted to leverage deep expertise and mastery of operations strategies to overcome obstacles by way of fractional or contract services. Apply strategic consulting services to manufacturers and distributors, enhancing revenue, gross margins, and operational continuity. Tasked to perform on-site supplier operational surveillance to improve subcontractor compliance with contracted terms supporting critical aerospace and defense programs..

- Demonstrated technical and analytical skills resulted in operational continuity and expanded engagements.

KONRADY PLASTICS | Portage, IN

General Manager and Chief Operating Officer

05/2013 – 01/2020

Chosen to migrate the company from a "lifestyle culture" to professionalized organization and a formal process and metric-driven enterprise on behalf of ownership. Implemented a fully functional ERP system. Accountable for profit and loss and the development of a system of metrics and reporting mechanisms for all company facets. Oversaw headcount from 25 in 2013 to 45 in 2019, supporting profitable growth and expansion plans. P&L responsibility during corporate growth to \$8.4M in annual revenue and delivered multi-million dollar facility expansion delivered \$200,000 under budget.

- Succeeded ownership in all facets of responsibility in under 6-months.
- Drove margin enhancement through establishing a corporate system of goal setting, training, and strategically aligned performance metrics for procurement, supplier management, sales, and manufacturing.
- Deployed Lean supply chain and material inventory planning methods, resulting in operating margin improvements from 22% to 39% on revenue of approximately \$8,000,000.
- Constructed and incorporated a comprehensive, legally compliant, and defensible employee handbook.
- Professionalized organization by implementing formalized business processes and procedures for sales, accounting, centralized purchasing, production control, and quality departments.

ICM DUNES DEVELOPMENT | Michigan City, IN

Consultant

05/2009 – 05/2013

Provider of value-added product engineering and supply chain consulting services to OEMs in Aerospace and Military markets. Introduced manufacturing business development to clients focused on revenue and margin enhancement. Championed sales and margin enhancements by executing strategies to address cost and performance challenged programs. Oversaw and

Continued

navigated complex mergers and acquisitions. Drove manufacturing integration with operations consulting and supply chain optimization using lean strategies.

- Contracted to construct and deploy design for cost and manufacturability improvement programs leading to multi-year award for the supply of rotary actuated positioning devices.
- Successfully developed a New Product Introduction (NPI) manufacturing and supply chain strategy for a product to enhance internal combustion engines' efficiency.

WOODWARD MPC | Niles, IL

Supply Chain Director & SBA Liaison Officer

05/2008 – 05/2009

Retained after official merger to continue supply chain management, acquisition, integration, and organizational transformation, serving as a Change Agent for consistent alignment with parent company's objectives. Played instrumental role as key member of the ERP migration team used for transition to parent company system. Fostered procurement synergy between division and parent company, optimizing global procurement leverage.

- Instrumental lead in merger, acquisition, integration, and transformation activities.
- Captured procurement synergy between division and parent company, optimizing global procurement leverage.

ADDITIONAL RELEVANT EXPERIENCE

MPC PRODUCTS CORPORATION | Niles, IL

Director of Supply Chain Management/ Small Business Liaison Officer

- Handled 45 direct reports across 3 departments supporting corporate annual revenue growth of \$52M in 1997 to \$255M in 2008.
- Devised, implemented, and steered the NPI, commodity, and strategic purchasing activities, which supported the procurement of \$72,000,000.00 sophisticated electro-mechanical assemblies, machined parts, ABEC class 7 bearings, investment castings, sheet metal, electronics, MRO, capital equipment, non-destructive testing, and secondary process services.
- Structured LTA's, Kanban, and pull systems aligned with material plans and in concert with sales forecasts resulting in meeting or exceeding foundational customer requirements for quality and on-time delivery performance.
- Implemented processes reducing inventory levels from \$6M to \$2M and lead times from 18-weeks to 2-weeks for critical single-source components.
- Architected and executed cross-functional corporate material and inventory plans reducing inventory levels while increasing corporate on-time delivery performance from 75% to 94% through resource alignment and deployment of Lean initiatives. This resulted in reduced lead time for purchased materials and services.

MERIT ACQUISITION CORP | Chicago, IL

General Manager

Direct reports totaled 40. Responsible for the merger and acquisition activities supporting transition to parent company.

MERIT MACHINED PRODUCTS | Chicago, IL

Vice President of Operations

Direct reports totaled 60. P&L responsibility for one enterprise comprised of three entities involving intercompany transactions and consolidated financial statements serving military, aerospace, and high tech consumer markets.

EDUCATION | PROFESSIONAL DEVELOPMENT TRAINING

Bachelor of Arts, (BA)—Public Administration & Management | Drake University | Des Moines, IA

Executive Development | M.I.T. Sloan School of Management | Global Supply Chain Management

Management Institute | Woodward Governor | MPC Products | Merit Machined Products

27 classes and seminars: Leadership, Organizational Development, Lean Manufacturing, Cross-Functional Communications, Supply Chain Optimization, Geometric Tolerances, and Project Management.