

# Daniel Martin

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## SENIOR DIRECTOR OF OPERATIONS

*Leading start-up, turnaround, and rapid growth in the manufacturing sector.*

Enterprising executive with deep knowledge of processes and manufacturing methods for prototyping technologies. Proven ability to grow revenues and improve gross margins and net profits through Lean and continuous improvement processes, to expand manufacturing capacity, and to bring new products to market.

## CORE COMPETENCIES

Manufacturing Operations Management • Sales Management • Acquisition Integration • Product Development • Product Launch • P&L • Multi-Site Operations Management • Start-Up • Turnaround • Change Management • Program Management • Budget & Finance • Contract Negotiation • ISO/QMS • Lean • Strategic Planning

## PROFESSIONAL EXPERIENCE

**ALC Manufacturing** • Troy Michigan, HQ in Valencia California 7/2014-Present  
*A \$95M public company and global leader in 3D printing platforms. Acquired Rapid Prototyping in 2014.*

### Director of Operations

Direct operations and P&L for Troy Division – a \$24M operation with two departments and three facilities. Plan, control, and coordinate entire range of production activities. Supervise five employees and 35 indirect reports. Manage an operating budget of \$6.5M. Establish pricing to achieve gross margin goals. Oversee quality, productivity, and cost control. Establish business practices, policies, and plans in alignment with long-term vision and goals of the company.

### Assumed position following an acquisition and two mergers.

- Led the post-merger integration of engineering staff following the merger with two new companies. Trained and integrated 19 new engineers to manage \$23M in new projects over the next 12 months.
- Developed a well-trained and unified team with clear vision and goals.
- Improved on-time delivery of the urethane department from 71.1% to 96.7% – ahead of corporate goals – improving the gross margin by .92%
- Led team in a fast-track cost reduction in material costs, improving the gross margin by .65%
- Developed a multi-stage plan to automate the CNC quoting process, saving 2.6% annually for a 4.67% gross margin improvement.

**Rapid Prototyping Inc.** • Troy Michigan 8/2008-7/2014  
*A \$65M multiple technology company with engineering expertise in SLA, SLS, and CNC rapid prototypes. Acquired in 2014.*

### Director of Operations (Promotion, 1/2012-7/2014)

Promoted to direct all operations for a \$13M division with two departments (Molding and Cast Urethane, CNC, and Composites) at two facilities. Supervised five employees and 30 indirect reports. Managed a \$4.5M operating budget and held full P&L accountability.

- Improved gross margins over Q1 of previous year. Reorganized and cross-trained workforce. Identified bottlenecks through Lean, 5S, and Kaizen.
  - ▶ Result: 2014 Q1 revenue increased 4.8% with fewer staff, expenses dropped 4.2%, gross margin increased 4.1%, and net profits increased by 8.2% over previous year.

## EXPERIENCE, CONTINUED

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**Central Tooling Technologies, Inc.** • Troy, Michigan

1/2000-8/2008

*Leader in rapid prototype technologies and rapid injection molding technologies. Sold to Rapid Prototyping in 2008.*

### **Founder, President, & General Manager**

Founded and developed the company to become a valued supplier to the automotive and other local industries, and an industry leader in rapid prototype and rapid injection molding technologies. Managed operations, sales, planning, finance, and human resources. Supervised the Shop Manager and 15 indirect reports.

- Founded and built company from \$0 to \$4M within four years through leading-edge technology.
- Achieved second-year revenue growth from \$700K to \$1.4M through a strategic alliance.
- Negotiated the sale of the business to in 2008.

*"We have studied many acquisition candidates, and Central has proven to be a shining star representing a perfect fit to augment our capabilities. I have known Dan Martin for over 14 years, and this addition of perseverant and talented management our team is priceless."*

*James Tarmac, Vice President of Manufacturing, RPC*

## EDUCATION & TRAINING

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**Associate of Science in Applied Technology**  
**Macomb Community College**

### **Training**

- GD&D – Oakland Community College
- Management Action Program (MAP) Training