

Natalie Richardson

Vice President

CONTACT INFO

Phone:	(555) 123-4567
Address:	Chicago, IL
Website:	https://linkedin.com/in/natalierichardson
Email:	natalie.richardson@email.com

- Transformational operations leader who scaled manufacturing efficiency by 45% while reducing costs \$25M across 18 months, leading 400+ employees across North America and EMEA regions
- Strategic executive with proven P&L ownership of \$180M business unit, delivering 3 consecutive years of double-digit growth in highly competitive industrial automation market
- Change management specialist who successfully integrated 4 acquisitions totaling \$85M, achieving synergy targets 6 months ahead of schedule while maintaining 95% talent retention
- Board-ready executive with expertise in digital transformation, supply chain optimization, and international expansion across manufacturing and technology sectors

PROFESSIONAL EXPERIENCE

TechManufacturing Solutions

2020-2024

Senior Director of Operations

- Led \$180M P&L and 400-person global operations team for industrial automation manufacturer (reporting to COO)
- Architected end-to-end digital transformation of manufacturing operations, implementing IoT sensors and predictive analytics that reduced downtime by 35% and increased throughput by \$40M annually
 - Spearheaded international expansion into Southeast Asia, establishing 3 manufacturing facilities and distribution network that captured 15% market share within 24 months
 - Pioneered sustainable manufacturing initiative reducing carbon footprint by 28% while achieving \$12M cost savings through waste reduction and energy optimization programs
 - Built strategic partnership ecosystem with Siemens and ABB, generating \$30M in co-development revenue and accelerating product innovation cycles by 40%
 - Led post-merger integration of \$45M acquisition, consolidating operations across 6 facilities while achieving 110% of projected synergies within 18 months

GlobalTech Industries

2017-2020

Director of Supply Chain & Logistics

- Managed \$85M procurement budget and 150-person team across US/Canada for \$500M technology components manufacturer
- Redesigned global supply chain network reducing logistics costs by 22% while improving delivery performance to 99.2% on-time delivery across 12 countries
 - Negotiated strategic supplier partnerships worth \$120M, implementing vendor consolidation strategy that improved quality metrics by 30% and reduced supply base by 40%
 - Launched supplier diversity program achieving 25% minority/women-owned business participation, exceeding corporate targets while maintaining cost competitiveness
 - Implemented advanced demand planning system using machine learning algorithms, reducing inventory carrying costs by \$18M while improving service levels

IndustrialTech Corp

2014-2017

Senior Manager of Operations

- Oversaw manufacturing operations for \$60M business unit with 80-person team reporting to VP Operations
- Led Lean Six Sigma transformation achieving 25% productivity improvement and \$8M cost reduction through process optimization and waste elimination
 - Managed facility consolidation project, successfully relocating production from 3 sites to 1 while maintaining customer service levels and achieving \$5M annual savings
 - Developed high-performance team culture resulting in 40% improvement in employee engagement scores and 60% reduction in safety incidents

Manufacturing Dynamics

2011-2014

Operations Manager

Directed day-to-day operations for \$35M production facility with 45-person team

- Implemented ERP system integration improving inventory accuracy to 99.5% and reducing order processing time by 50%
- Achieved ISO 9001 certification within 12 months, establishing quality management systems that reduced customer complaints by 70%

Industrial Solutions Inc

2008-2011

Senior Production Supervisor

Supervised production operations and 25-person manufacturing team

- Increased production efficiency by 20% through workflow optimization and cross-training initiatives

CORE COMPETENCIES

Strategic Leadership

P&L Management (\$180M+) | M&A Integration | Digital Transformation | Board Reporting | Stakeholder Management | Change Leadership | Global Team Development (400+ employees) | Strategic Planning | Performance Optimization

Domain Expertise

Manufacturing Operations | Supply Chain Management | Lean Six Sigma | Quality Management Systems | International Expansion | Vendor Management | ERP Implementation | Sustainability Initiatives | Regulatory Compliance | Process Automation

Technical & Digital Leadership

IoT Implementation | Predictive Analytics | Advanced Planning Systems | Digital Manufacturing | Data-Driven Decision Making | Technology Integration | Industry 4.0 Transformation | Enterprise Software Selection

HONORS

Manufacturing Executive of the Year

2023

Industrial Leadership Magazine

Manufacturing Executive of the Year - Industrial Leadership Magazine, 2023

Top 40 Operations Leaders Under 45

2022

Supply Chain Weekly

Top 40 Operations Leaders Under 45 - Supply Chain Weekly, 2022

Innovation in Sustainable Manufacturing Award

2021

Manufacturing Association

Innovation in Sustainable Manufacturing Award - Manufacturing Association, 2021
Project: Led carbon-neutral manufacturing initiative resulting in 28% emissions reduction

PUBLICATIONS

The Future of Smart Manufacturing: Beyond Industry 4.0

2023

Harvard Business Review

"The Future of Smart Manufacturing: Beyond Industry 4.0" - Harvard Business Review, 2023

Sustainable Operations: Profitability Through Environmental Responsibility

2022

MIT Sloan Management Review

"Sustainable Operations: Profitability Through Environmental Responsibility" - MIT Sloan Management Review, 2022

Quarterly columnist on operational excellence

2021-PRESENT

Manufacturing Today

Quarterly columnist on operational excellence - Manufacturing Today (2021-Present)

SPEAKING ENGAGEMENTS

Keynote Speaker

2023

Global Manufacturing Summit, Detroit

Keynote Speaker - Global Manufacturing Summit, Detroit 2023

Panel Moderator

2022

World Economic Forum, Davos

Panel Moderator - "Digital Transformation in Manufacturing" - World Economic Forum, Davos 2022

Featured Speaker

2021

Lean Manufacturing Conference, Chicago

Featured Speaker - Lean Manufacturing Conference, Chicago 2021

EDUCATION & EXECUTIVE DEVELOPMENT

Northwestern Kellogg School of Management

MBA, Operations Management & Strategy

MBA, Operations Management & Strategy - Northwestern Kellogg School of Management

University of Illinois at Urbana-Champaign

BS, Industrial Engineering

BS, Industrial Engineering - University of Illinois at Urbana-Champaign

Harvard Business School

2023

Advanced Management Program

Advanced Management Program - Harvard Business School, 2023

MIT Sloan Executive Education

2022

Digital Transformation Strategy

Digital Transformation Strategy - MIT Sloan Executive Education, 2022

Wharton Executive Education

2021

Global Supply Chain Management

Global Supply Chain Management - Wharton Executive Education, 2021

ASQ

2019

Lean Six Sigma Master Black Belt Certification

Lean Six Sigma Master Black Belt Certification - ASQ, 2019

PROFESSIONAL

Board Member

2022-PRESENT

Manufacturing Excellence Foundation

Board Member - Manufacturing Excellence Foundation (2022-Present)

Advisory Board Member

2021-PRESENT

TechStart Manufacturing Accelerator

Advisory Board Member - TechStart Manufacturing Accelerator (2021-Present)

Member

National Association of Manufacturers Executive Council

Member - National Association of Manufacturers Executive Council

Certified

Project Management Professional (PMP)

Certified - Project Management Professional (PMP)