

# Russell A Miles

MBA, BSME – Strategy / Business Development / Operations

Phone: 603-842-0678

August 2023

russellmiles12@gmail.com

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## PROFESSIONAL EXPERIENCE:

After earning a dual degree (BSME/MBA) in an accelerated 5-year curriculum at the University of New Hampshire, I joined GE's MMP Program for high potential individuals. I gained six years of valuable experience with GE before shifting my focus to consulting. For the past 20+ years I have acted as a contract or internal consultant at leading Fortune 500 companies as well as several innovative start-ups. My current focus is on teaching courses at UNH Paul College in the Decision Sciences Department and connecting our students with industry professionals via our experiential learning programs.

## AREAS OF EXPERTISE:

Strategic Sourcing

New Product Development

Corporate Strategy

Supply Chain Management

Quantitative Analysis

Operations Management

## PROFESSIONAL EXPERIENCE:

### University of New Hampshire (Durham, NH)

08/06 to Present

Senior Lecturer (2016) – Peter T Paul College of Business & Economics

- Teach UG & MBA courses QDM, OM, and SCM / coordinate capstone projects
- Support curriculum development at NH Small Business Development Center

Full-time Lecturer (2014) – Peter T Paul College of Business & Economics

- Teach UG & MBA courses in QDM, OM, and SCM

Adjunct Instructor (2006) – Peter T Paul College of Business & Economics

- Taught UG & MBA courses IS, OM, and QDM

### Project Consulting / Contract Positions / Advisory Roles

5/96 to Present

Pario and Presence Sleep (Indianapolis, IN)

- Act as strategic advisor to consumer product start-up

Angelcare Holdings (Montreal, QC)

- Provided strategic project support to president of baby monitors division

Binatone North America (Indianapolis, IN)

- Supported new product development and market launch strategies

Conproco Corporation (Dover, NH)

- Worked closely with owner/president on strategic customer engagement program

Lindt & Sprungli (Stratham, NH)

- Facilitated cross-functional kaizen (process improvement) events
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## DynCorp International (Fort Worth, TX)

- Implemented processes to ensure compliance to Federal Acquisition Requirements

## HD Supply (Atlanta, GA)

- Worked with Business Development team to create a Lead Targeting Tool

## EDS (Plano, TX)

- Analyzed \$2 billion in spend data to identify sourcing savings opportunities

## Select Comfort (Minneapolis, MN)

- Developed supplier business continuity program plan

## Gateway, Inc. - Supply Chain Systems and Strategy (San Diego, CA)

- Implemented online RFQ tool resulting in \$15 mil save during pilot phase alone

## Citigroup - Global Procurement Services (New York, NY)

- Led deployment of on-line travel booking program - saving \$500,000 annually

## Honeywell (Allied-Signal) Aerospace Canada (Toronto, ON)

- Led Space Station Controller Team in critical schedule recovery effort

## IKON Office Solutions (New York, NY)

- Reduced supply costs by 30% by implementing competitive bidding process

## **Drytek Flooring Solutions LLC (Portsmouth, NH)**

**10/06 to 12/10**

Director of Business Development

- Worked with CEO to grow and sell start-up construction materials company
- Supported due diligence requests during acquisition and sale of company

## **Exelon Corporation (Chicago, IL)**

**9/04 to 10/06**

Supply Strategist

- Led Supply Merger Category Synergy Savings Team (spend of \$3.6 billion)
- Developed process to align categories and leverage combined spend

## **Thomson Inc. – RCA/Technicolor (Indianapolis, IN)**

**10/01 to 9/04**

Manager – Americas Sourcing Strategy and Systems

- Led Sourcing Process Improvement Teams
- Implemented online RFQ tool resulting in \$30 mil savings in 2003

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## **GE/Lockheed Martin**

**8/90 to 5/96**

### GE/Lockheed Martin - AstroSpace (East Windsor, NJ)

Manager - Manufacturing Operations Support

- Managed staff of 13 manufacturing engineers and production controllers
- Recognized as key contributor to launch of \$50 mil communications satellite

Group Leader - Production and Scheduling

- Executed production schedules for \$5 million work-in-process inventory
- Reduced inventory by 35% (\$1.75 mil) and cycle time by 45%

Lead Supervisor - Electronic Equipment Assembly and Test

- Supervised 100 assemblers over 3 shifts & directed 19 support personnel
- Developed Self-Audit Program cited as model by national COR-Audit Team

### GE - Aerospace (Binghamton, NY)

Staff Engineer - Environmental, Health, and Safety Team

- Implemented single source haz-material supplier - reduced waste by 45%

Lead Planner - Sonar Assembly Group

- Led 10 planners in conversion of 90 work instructions to paperless system

### GE - Aircraft Engines (Lynn, MA)

Manufacturing Engineer - Jet Engine Assembly

- Converted shop to pull-production - reduced cycle time by 35%

Supervisor - Combustor Fabrication

- Supervised 15 union employees - achieved 100% on time deliveries

## **EDUCATION:**

University of New Hampshire (Durham, NH)

MBA - Whittemore School of Business (Paul College) 1990

BSME - College of Engineering and Physical Sciences 1990

Dual Degree - Cum Laude - Tau Beta Pi

## **PROFESSIONAL RECOGNITION:**

2023 Jean Brierley Award for Excellence in Teaching (for UNH faculty)

2018 Teaching Excellence Award (for Paul College non-tenure track faculty)

2004 Pro to Know (in *Supply & Demand Chain Executive* magazine)

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