



### **General Manager**

Join a manufacturer and developer of fuel systems and components, electronic control systems and actuation systems as General Manager [GM]. The company provides design, development, and support of internally designed components, subsystems and systems, as well as production of complex assemblies using external designs. The GM will be responsible for all operations and production teams. In addition to building a strong operations team, the GM will engage with the entire organization and provide hands-on oversight of shop floor management and supplier management. The GM will be based out the greater Los Angeles area in Southern California. The key objectives of this position include:

- **Stabilize and Build out Team:** Facilitate a cultural shift towards increasingly higher levels of employee engagement and satisfaction, accountability, and self-sufficiency.
- **Develop Operations Plan to Meet Backlog:** Drive continued improvement on OTD from current levels to 98-99%. To improve backlog percentage, the GM will take ownership of the production chain, and create a robust capacity plan and S&OP process.
- **Supply Chain / Supplier Management:** Drive organization and optimization within the supply chain.
- **Develop Robust S&OP Process:** Implement S&OP processes within 6 months, with the express goal of improving the supply chain flow and backlog.
- **Strategy:** Devise and execute a strategy.
- **Financial Management:** Lead the management of top line and bottom-line revenue, cash flow, inventory, headcount, balance sheet, and collections. Responsible for CAPEX spend and CAPEX management.
- **Safety:** Continue to build momentum and improve EH&S Standards.

### **BACKGROUND AND EXPERIENCE:**

**Education:** Bachelor's degree is required; masters or MBA degree a plus.

### **Experience and Skills:**

- Must have experience holding P&L at a \$20M+ organization, or have site ownership at a larger facility with a desire promote into P&L.
- Experience in aerospace manufacturing, aerospace hydraulics a plus.
- Experience managing production planning, supply chain, warehousing, or logistics is critical.
- Machine shop background, with assembly and testing experience strongly preferred.
- Very comfortable being hands-on at the shop floor.
- Familiar with financial statements and budgets.

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