

## **DAN WALLACE (BSEE, CLSSBB)**

Gilbert, Arizona

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### **BUSINESS, MARKETING, OPERATIONS, ENGINEERING, QUALITY - LEAN SIX SIGMA BLACK BELT**

- **Accomplished leader with proven results of successfully orchestrating the “Turn-Around” of poorly performing business units, boosting revenues, improving margins and achieving new quality levels for business processes and products.**
- **Excellent capabilities determining customer requirements (Voice of the Customer) and translating into winning business strategies and actions through quantifiable techniques such as customer surveys, focus groups, quality function deployment (QFD), and critical to quality tree (CTQ).**
- **Exceptional ability implementing advanced analysis and problem solving techniques to identify and effectively address customer, business and operational issues utilizing Lean Six Sigma Black Belt methodologies.**
- **Superior capabilities at communication, organizational development, change agent, and building top performing teams.**
- **Committed to continuous improvement of business, product development & manufacturing processes through Lean Six Sigma Black Belt methodologies.**
- **Six Sigma Black Belt and Lean certified with significant Global P&L, Product Development, Manufacturing and Quality Expertise.**

### **CORE COMPETENCIES**

Revenue Growth, Strategy & Execution, Market Analysis, Budgeting, Communication, Driving Organizational Change, Team Building, Personnel Development/Recruiting, Relationship Builder, Program Management, Product Development Process, Certified Lean Six Sigma Black Belt with Experience Relating to Manufacturing and Business Process improvement.

### **PROFESSIONAL EXPERIENCE**

#### **Freescale Semiconductor, Tempe, Arizona**

Micro-Electro-Mechanical Systems (MEMS) Pressure Sensor Products Group

#### **Operations Manager: 2003 - 2007**

Drove P&L for the global pressure sensor MEMS business (\$70M Revenue). Led direct reports including marketing, applications, engineering with quality and manufacturing indirects. Developed and directed global strategies aimed at increasing revenues of the existing business through the penetration of new markets and applications. Develop relationships with key customers, market channels and suppliers. Led engineering teams in product development, yield, quality and manufacturing improvements.

- Successfully developed and executed “Turn-around” plan for the Pressure Sensor business, growing revenues 70% while improving profit margin and reducing costs with in a three year period.
- Orchestrated recognized reversal of poorly performing engineering team through mentoring programs, employee training, team building, recruitment of key personnel and establishing clear and measurable expectations and rewards.
- Achieved a 10x outgoing product quality improvement into the Automotive market on key product lines by developing a “Quality Belongs to All” employee culture while deploying standard Six Sigma problem and Zero Defect methodologies.
- Trained team leads to drive the implementation of set strategies and methods with in their respective teams.
- Designed and implemented Customer Quality Response Teams, successfully reducing time to containment, root cause and corrective action by 50% with in a 12 month period using Lean Black Belt techniques such as Value Stream Mapping, Cause & Effect, Ishikawa Diagrams, Statistical Analysis, DOE’s & FMEA;s, Statistical Process Controls.
- Reduced costs, improved product quality and strengthened supplier and manufacturing relationships by designing and implementing mutually beneficial improvements in cost, quality and processes using lean techniques.
- Cut manufacturing yield loss on key lines from 40 to < 5% through Lean Six Sigma techniques driving process, design and test improvements.

#### **Wallace Business Consulting, Phoenix, Arizona: 2001 to 2003**

Small business consultant with expertise in business selling and acquisition. Specifically driving the valuation, marketing, acquisition and assisting buyers to secure financing.

- Successfully valued, marketed and secured buyers for \$2M urgent care business.

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- Led effort to achieve financing for the new buyers.
- Drove business planning process and consulted in business operations.

### **MOTOROLA Semiconductor, Tempe, Arizona**

Micro-Electro-Mechanical Systems Pressure Sensor Products Group

#### **Business & Product Development Manager: 1998 - 2001**

Complete responsibility for global pressure sensor engineering, encompassing full P&L responsibility for a \$40M budget. Instrumental in developing and directing global strategies and marketing efforts. Develop relationships with key customers, market channels and suppliers. Led engineering and program management teams in product and technology platform development with emphasis on yield, quality, manufacturing and product development process improvements.

- Instrumental in the securing & launch of several new product development programs totally over \$300M lifetime revenue.
- Key leadership member driving continuous improvement of product development process, using techniques such as Value Stream Mapping.
- Orchestrated 2x revenue growth over a 3 year period - focusing team on VOC (Voice of the Customer).
- Drove DFSS (Design for Six Sigma) and execution of new surface mount package concept for sensors in record time, becoming first in the industry of its kind qualified in an automotive application, capturing >\$10M of new business within first 12 months.
- Spearheaded strategy resulting in a 100% award of major medical supplier for blood pressure monitors. This account added 8 million units of incremental business.
- Achieved 30pt PBT improvement through increased revenue and manufacturing improvements using Lean Six Sigma techniques.

### **MOTOROLA Semiconductor, Phoenix, Arizona**

Micro-Electro-Mechanical Systems Pressure Sensor Products Group

#### **Director of Engineering & Product Development: 1992 – 1998**

Primary leadership role responsible for global sensor product development. Managing silicon, packaging and product development functional management, program managers and engineering teams.

- Instrumental contributor to the development, launch and implementation of a New Product Introduction process aimed at improving selection of projects, NPI cycle time and quality.
- Part of the leadership team driving the implementation of program management philosophy and processes.
- Led the development of product/project communication process with our customers, marketing, sales and all support functions to ensure all project planning, definition and status information was clearly understood.
- Implemented packaging platform process that reduced the cost and cycle time of introducing a new product by 50%.
- Drove product development engineering standards of ownership and technical aptitude.
- Supported implementation of external technology platform development for technologies 3 to 5 years out. This encompassed the aggressive use of outside labs, universities and subcontractors.
- Implemented quick turn prototype and pilot processes / capabilities to improve prototype prove out & manufacturing implementation.

## **PREVIOUS EXPERIENCE: 1981 - 1992**

Held various positions from product engineering advancing to product engineering management, director of development & operations management. Expertise in market growth strategies, Team mentoring / building, product development, characterization, manufacturing cost reduction, yield improvement and resolving customer quality issues using various Lean Six Sigma tools. Focus on Sensor and Power MOSFET technology.

## **EDUCATION**

**MBA - In process:** University of Phoenix, Phoenix Arizona

**Black Belt Certified** (Experience in business and manufacturing processes), Villanova University.

**Six Sigma Lean Certified** (Experience in business and manufacturing processes), Villanova University.

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**B.S. Electrical Engineering:** DeVry Institute of Technology, Phoenix Arizona.

**Additional Professional Development:** Pragmatic Marketing Certification (Practical Product Management), Motorola University (Project management, engineering, Statistics and business related classes).