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| **Michel Stanciu** | Virginia Beach, VA ▪ +1 248-535-7313  Paris, France ▪ 33 607 948 755  Michel.Stanciu@outlook.com.com  www.linkedin.com/in/michel-stanciu-06967a155 |

**Senior Advisory Consultant**

*35 years of success in leading global manufacturing, logistics, and supply chain operations*

Executive leader possessing comprehensive experience in innovating new strategies and processes which have directly resulted in the success of billion-dollar organizations. A proven track record of promoting success on a global level through the development of lean-based manufacturing processes and technologies which maximize efficiency while minimizing cost. Skilled in assembling highly effective, dynamic teams equipped with the training and development needed to meet all objectives. Fluent in English, French, and Romanian.

**Highlights of Expertise**

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| * Lean Methodologies * Global Supply Chain Management * Strategic Planning * Automotive Industry * Team Leadership | * Process Implementation * Organizational Revitalization * Process Improvement * Logistics Leadership * P&L Management |

**Career Experience**

***OpTeam Consulting LLC – Industry Management Consulting – founded January 2019***

**Business & Industrial Strategy – Advisor, Automotive Electronics** (Jan 2019 to June 2019)

Assessed product portfolio, manufacturing and logistics capabilities vs. requirements, global footprint, customer requirements, SWOT of feasibility, timing and capital investment.

Prepared and submitted to the Client a clear feasibility report. Recommendations followed by the Client.

**Transition Management - Automotive Electronics** (July 2019 to Date)

Turn around mission of a manufacturing site, $300M+ in sales; ensured plant transition management

Developed new Manufacturing Footprint , Project on the shelf, ready to deploy

Other Special Projects contribution – launch readiness

***WABCO North America/WABCO Cummins/WABCO Charleston***

*Possessed full control and accountability for five sites possessing $500M in manufacturing sales and $150M in distribution sales.*

**Manufacturing and Logistics Leader – NA/JV Managing Director/Site Leader** (2017 to 2018)

Assessed current processes and strategies to locate and utilize areas of improvement which resolved gaps, increased revenue, and reinforced a focus on a “customer-first” mentality. Equipped teams with the training and direction needed to excel in multiple cross-functional departments and roles.

* Spearheaded the complete restructuring and redeployment of the entire organization while introducing new Design-to-Cost and Lean Manufacturing strategies which directly resulted in a return to profitability.
* Revitalized two underperforming sites which allowed staff to adapt to a 40% increase in demand while mitigating any delays due to a complex, overseas supply chain.
* Increased visibility and interest by planning and executing new product and process launches for innovative braking technologies.

***MICO (“a WABCO company”)***

*Delivered comprehensive leadership and due diligence during the completion of a major acquisition and throughout all post-acquisition operations.*

**General Manager/Business Leader** (2016 to 2017)

Maintained a full understanding of all organizational strengths and gaps to promote the creation of post-acquisition strategies which continued to drive growth. Directly led the completion of multiple project lifecycles designed to streamline operations and cultivate product portfolio growths.

* Rebuilt and reinforced relationships with customers while rolling back unjustified price increases which directly resulted in increased customer engagement, retention, and satisfaction.
* Streamlined company structures and processes while resizing the workforce to remain competitive throughout a major market decline.
* Employed SWOT analyses to recognize the steps necessary to steer the company into a modern, automotive-related structure conducive to the cultivation of highly skilled leaders possessing the business-critical skills needed to facilitate future growth.

***WABCO***

*Controlled the development of long-term industrial, footprint planning, manufacturing, and global operations strategies which fully aligned with all organizational goals.*

**Director – Global Industrial Operations, Industrial Strategy, Lean Development** (2012 to 2016)

Capitalized upon new opportunities for cost savings, efficiency, and effectiveness while developing the strategies needed to ensure the on-time, within budget completion of multiple projects. Innovated the Global Industrial strategy including expansion, exit, and restructuring.

* Enhanced global engineering and manufacturing effectiveness by defining new product and process technologies while removing any detractors.
* Directed the completion of multiple cost-savings projects possessing high impact on both top and bottom lines.
* Consistently delivered Total Landed Cost solutions to multiple business units which facilitated profit growth.

***Faurecia Emission Control Technologies***

*Oversaw all aspects of budget preparation, performance management, and manufacturing planning.*

**Divisional Director – Manufacturing Engineering/Industrial Operations** (2011 to 2012)

Compared company requirements against labor costs and depreciation to ensure alignment between strategies and all organizational needs regarding budgets and performance management. Increased revenue and profitability by leading the acquisition of new clients. Capitalized upon Lean Design and Manufacturing expertise during the delivery of new recommendations.

* Acquired full control over the P&L for multi-billion Euro units including supply chain, inventories, and recoveries.
* Orchestrated the seamless consolidation and integration of units following mergers.
* Delivered comprehensive Capital Management and Lean Investment planning.

Delphi

*Designed a new, aggressive industrial strategy which maintained a focus on global market demand during the establishment of process and manufacturing capabilities, sourcing, and cost structures.*

**Director of Industrial Strategy and Manufacturing System Engineering** (2006 to 2010)

Allocated products and process technologies to regions based on their specific requirements and environments during manufacturing planning. Completed capacity planning including incremental (optimizing cash) and flexible (avoiding obsolescence) capacities.

* Focused on cash optimization and capital efficiency during investment planning.
* Orchestrated the successful launch of multiple sites while meeting all business case commitments at the start of production in just six months.
* Tracked Direct and Improved Variable Profit and YoY performance to locate any concerns or areas of improvement.

***Delphi Diesel Systems***

*Led all aspects of product industrialization, process engineering, and the development and successful implementation of lean manufacturing capabilities.*

**Director of Manufacturing Engineering** (2002 to 2006)

Equipped a global team of 500 engineers in three separate product lines with the leadership, expertise, and direction needed to meet all long-term objectives and deliver comprehensive support to five technology centers and twelve manufacturing plants.

* Launched lean and technology driven manufacturing processes which produced 7K diesel common rail fuel injection systems per day.
* Increased quality, output, and cost by 30% in two years by resolving gaps and areas of improvement in engineering and manufacturing processes.

Additional Experience

**Senior Manager – Automotive Customer Programs** (2001 to 2002) ▪ Delphi Electronics & Safety

**Chief Manufacturing Engineer – Europe** (1999 to 2001) ▪ Delphi Electronics & Safety

**Plant Manager** (1997 to 1999) ▪ Delphi Electronics & Safety

**Program Manager** (1991 to 1997) ▪ Valeo

**Director of Engineering/Operations Manager** (1980 to 1988) ▪ Aerofina

**Education & Credentials**

Masters of Business Administration – Executive Development Program

*HEC School of Management, Paris, France*

Master of Science in Operations Management

*Ecole Centrale, Paris, France*

PhD in Inertial Navigation

*Military Academy, Bucharest, Romania*

Master of Science in Avionics

*Polytechnic School, Bucharest, Romania*