

# JOHN RUNGE

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Overland Park, KS

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## OPERATIONS AND SALES PROFESSIONAL

Highly proficient Plant Operations professional skilled driving process and performance improvements within Operations, Sales, Procurement and Quality to increase efficiencies and profits. Recognized for developing the optimal Sales and Operational forecasting process yielding solutions which consistently reduced product lead times and increased On-time deliveries. Skilled in managing, creating and executing sales leads resulting in increased revenues year over year.

### KEY SKILLS

Lean Manufacturing, Strategic Planning, Leadership, Supply Chain Management, Budgeting, Profit & Loss, Goal Setting, Continuous Improvement, Teamwork, Self-Directed, Training & Development, Customer Centric, Operational/Sales Forecasting, Sales Presentation, Relationship Management, ISO 9001 AS9100 Quality System, Regulatory Compliance, Multi-site Management, Capital Project Management

### PROFESSIONAL EXPERIENCE

**Enjet Aero** – Overland Park, KS

**2019 - 2020**

#### **Sales Account Manager**

Developed long-term relationships with key GE Aviation business executives & stakeholders and acted as a primary point of contact and liaison between cross-functional internal teams to ensure the timely, successful delivery of our products according to customer needs.

#### **Key Highlights:**

- Developed and maintained key account metrics highlighting Revenue, On-Time Delivery and key product status.
- Enhanced organization's reputation by conducting monthly on-site customer reviews

**PARKER HANNIFIN** - Lenexa, KS

**2016 - 2018**

#### **Keddeg Company, Director of Operations and Sales Manager**

Rehired to close plant and direct manufacturing during phase out to move company to Greensboro, NC.

#### **Key Highlights:**

- Maintained 98% On-Time Delivery and 99% Quality Yield of all production operations.
- Managed the training of Purolator Facet, Inc. personnel in Lenexa, KS and Greensboro, NC for multiple product lines resulting in 65% efficiency improvement.
- Managed 5 phase project to move the company to Greensboro, NC over 11 months with no delays.
- Partnered with distributors to maximize order efficiency resulting in greater customer satisfaction.
- Directly involved with customer sales 20% of the time for purpose of coordinating operations, sales and procurement.

**KRAFT TANK CORPORATION** - Kansas City, KS

**2016 - 2016**

#### **Director of Service Operations**

Directed service operations and lead all future expansion sites servicing the heavy transport industry.

#### **Key Highlights:**

- Initiated and coordinated bi-weekly communication meetings with Service, Sales, Parts and Leasing departments for improved communication, performance and teamwork.
- Implemented Cleaning Program for Foreign Object Debris awareness, Employee Moral and Safety.
- Started authoring Safety Manual including safety processes and procedures to promote a culture of safety awareness and expectations.

**PARKER HANNIFIN - Greensboro, NC**

**2007 - 2015**

**Purolator Facet, Inc., Director of Quality (2012-2015)**

Directed all quality related activities for an \$80 million company which included Aerospace, Oil/ Gas and Industrial markets for the filtration industry. Managed five domestic facilities and consulted for international quality operations. Focal point for FAA interaction and regulatory compliance.

**Key Highlights:**

- Designed new process for custom rework which improved process time by 50%.
- Created Quality Task Force consisting of production and management employees.
- Improved quality awareness resulting in an 80% reduction in customer quality issues.
- Conducted root cause analysis using 5 Why and 8D processes to eliminate quality issues.

**PARKER HANNIFIN - Lenexa, KS**

**2007 – 2015**

**Keddeg Company, Director of Operations & Sales Associate (2007-2012)**

Directed operations for a \$6 million company including planning, purchasing, materials handling, production and shipping to achieve product related quality and plant performance objectives. Analyzed sales data to identify and realize revenue opportunities.

**Key Highlights:**

- Recommended and administered budgets for facilities operations costs and capital expenditures.
- Extensive domestic travel with some international travel to develop and maintain relationships with direct customers, distributors, engineers, technicians and contract managers.
- Increased operating profit from 9% to 34% in 3 years. Controlled and reported expenditures versus budgets.
- Implemented 5S and lean principles which realized an improvement of 61% efficiency and 25% increase in production & warehouse space.
- Created Operations and Sales Forecast process decreasing lead time and increased On-time Delivery.

**PRIOR RELEVANT EXPERIENCE**

**DELUXE CORPORATION**

**Team Manager, Lenexa, KS**

Directed the activities of 53 direct, distribution center employees in manufacturing, shipping/receiving and maintenance departments.

**THE BOEING COMPANY**

**Production Manager, Long Beach, CA**

Direct management of Union Self Directed Work Team of structure and hydraulic mechanics. Utilized Statistical Process Control to ensure quality and process improvements.

**Procurement Buyer, Long Beach, CA**

Negotiated multimillion dollar outside manufacturing contracts. Selected suppliers by analyzing pricing & capabilities and negotiated pricing for purchase requisitions.

**Production Group Leader, Long Beach, CA**

Direct management of union teams ranging from 6 to 21 employees in all facets of manufacturing to include establishing rates, evaluation costs versus performance and administration of budgets.

**Group Leader Trainee, Long Beach, CA**

One of 18 selected from 270 applicants for management training including Total Quality Management, Interactive Management, Human Resources, Ethical Negotiations, Time and Stress Management.

**Manufacturing Systems Engineer, Long Beach, CA**

Implemented the Assembly Tracking Management Computer System for the MD-11 Program. Trained 2,000 employees; advised and collaborated with Vice Presidents and other management down to mechanic level on how to use the full range of the computer system.

**EDUCATION**

**Bachelor of Arts Degree Business Administration**

Point Loma Nazarene University

