

William B. Wilson

PROFESSIONAL EXPERIENCE

THE HARTMAN GROUP, Rochester, NY 1995–Present

Senior Consulting Associate

- Developed and implemented a product commercialization process that reduced an optical tool company's delivery time and cost by 50%.
- Leveraged a variety of assessment tools, including in-depth customer and supplier surveys, to understand the strengths and improvement opportunities of several clients' businesses.
- Developed improvement plans tailored to clients' specific needs and capabilities that resulted in significant revenue growth and profitability.
- Developed business models for an equipment manufacturing division of a major company and populated those models with best business and manufacturing practices that enabled the client to formulate effective improvement plans.
- Drafted and submitted several 510(k) product notifications for a major medical products manufacturer that were accepted by the FDA, without exception, ahead of schedule.
- Guided an \$11 million photographic products company through a business and market assessment, then developed a short-term and long-term strategy that will double their revenue while maintaining profitability over the next two years.
- Managed the logistical transition of a group of PC-based medical products from a client's design engineering group to a remote subsidiary manufacturing group. Significantly improved communications, on-schedule delivery, decision-making, and overall cross-functional cooperation.

EASTMAN KODAK COMPANY, Rochester, NY 1973–1995

Product Development Manager/1992–1995

- Managed a major product development team (\$3 million/year budget) that produced two new products focused on both international and domestic needs. Delivered against very aggressive performance and schedule requirements.

- Developed a 5-year 'core product' development strategy.
- Developed and implemented the necessary processes to obtain ISO 9001 certification for the organization.

OEM Products Manager/1990–1992

- Managed a \$6 million/year revenue stream from 40 OEM products in the U.S. and Japan.
- Customized an OEM product commercialization process to reduce time and cost.
- Negotiated and developed highly effective supply agreements with both domestic and Japanese suppliers.
- Developed a process for evaluating overseas assembly of Kodak product by their subsidiaries and evaluated potential assembly of product in four overseas sites.

Project Manager/1984–1990

- Managed two major product programs utilizing a cross-functional team approach and quality function deployment techniques to bring the products through the conceptual product phase (transfer of technology from research to feasibility breadboards).
- Developed and directed a benchmark study of low-cost x-ray film processors.
- Negotiated with an OEM supplier and procured a modified processor in 9 months that met the market needs and cost targets for the Latin American and Japanese markets.

Supervising Project Engineer/1982–1984

- Directed a product development group through the initial conceptual phases of a 3-color laser printing system for photographic images as part of a digital scanning and enhancement system.
- Facilitated the transfer of sophisticated research work into the development of the first laser printer breadboards which successfully demonstrated technical feasibility.

Various positions in New and Current Product Design, Customer Service, Quality Assurance/1973–1982.

EDUCATION/PROFESSIONAL TRAINING

Management Courses:

Labor Relations, Workforce Diversity, Project Management

Functional Skill Courses:

Principles of Finance and Accounting, Design of Experiments, Statistical Process Control, Manufacturing Cell Design, Design for 6 Sigma Manufacturing, Supplier Certification

Process Improvement Courses:

MRPII, ISO 9000, Quality Leadership Process (TQM), Quality Function Deployment, Product Commercialization

**B.S. Mechanical Engineering; Clarkson University, Potsdam, NY
32 credit hours toward an M.S. Mechanical Engineering,
Rochester Institute of Technology**