

Resume for Leonard Hughes

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Employment History

9/07-Current- Manufacturing Software Distributor and Support Manager – Manage new software sales and work with company president to set and achieve new sales goals for a manufacturing software company. Responsible for finding new clients, developing new working relationships and develop new business. Work closely with clients to ensure new sales goals are reached. Demo, quote and close new software sales. Assist and oversee training of new software installations. Program manager for “large account” customers.

- **6/05-6/09-Bison Machine Technology- Owner operator. Estimate and quote new machining jobs, order and buy tooling, schedule all work and order material, handle billing and payables for machine shop. Worked closely with client, quality control departments to ensure quality of work. During that same time I also worked as a reseller for manufacturing Software Company, and maintained #1 reseller status for 2007 and 2008.**
- **6/05-6/06-Dakar Machine- Manufacturing Engineer Manager. Work with owner to optimize machine shop operations. Purchased new cnc machines, estimating software, new tooling, CAM software, and hire new employees to take shop to a more “lean” environment. Helped to develop quality controls techniques to give Dakar distinct advantage over competition. Train employees in cnc programming, tooling and basic manufacturing.**
- **8/04-6/05- Ford Motor Company- Manufacturing Supervisor. White collar supervisor for the crank line manufacturing cell. Responsible for all production for the highly automated manufacturing cell. Develop quality control procedures with quality department and work to achieve very tight tolerances and guidelines. Work closely with unions to ensure production goals were met. Oversee Maintenance Department to keep high volume machining line running.**
- **5/98- 8/04- Metaldyne- Manufacturing Engineer/Program Manager. Estimate & price new machining projects in work cells for 4 Die Casting Divisions. Provide sales presentations for GM, Ford, and other OEM companies to win new business. Optimize “in process” machining departments for improved throughput. Work with corporate managers to implement new machining strategies for die cast plant to machine &**

assemble castings for automotive manufacturing atmosphere during various plant acquisitions. Program manager for new product launch in a “lean manufacturing” environment. Developed timing charts and chaired weekly launch meetings to ensure projects stayed on schedule, and oversee the product launch. Worked with quality control department to develop new quality procedures on all new machining jobs. Benchmark machining in Germany, Japan, Italy, France, Canada, Mexico & United States. Duties also included the overview of new capital acquisitions along with new machine tools, quality gaging, cutting tools and support equipment. Estimated and helped launch new automotive projects where over \$60 million new business was awarded from GM Powertrain. Assist casting design department to ensure new casting have work holding influences included so machining features can be easily machined.

- 11/95- 5/98- Balimoy Manufacturing. Sales & Application Engineer.-Estimate and quote new machining projects. Work closely with VP of Marketing and Sales to develop new business. Work with quality department to establish quality procedures on new jobs. Program and set-up cnc machining centers in an automotive production atmosphere. Design fixtures, tooling and worked with program management to launch new products. Work to improve process flow and reduce “bottlenecking”. Train employees to program, set-up, & operate cnc machining centers.

Florida Licensed Realtor

Commercial Mortgage Broker.