

KEVIN O'BRIEN

Philadelphia, PA | 302-379-0807 | kevin@ktobrien.com | www.linkedin.com/in/kevobri

Global Program Management Executive

My objective is to be an entrepreneur and business leader

Thrives on building and expanding capacity to meet customer's needs:

- Built a highly successful team in China that received accolades from the CEO of a billion dollar publicly traded company
- Built a new engineering team out of two teams that were being dissolved as part of a divisional reorganization
- Built a sales & marketing outsourcing company

Top notch executive presence and communication superstar: Published articles on leadership on HuffingtonPost.com. Interviewed by monthly leadership podcasts on StoosSparks.com, ManagementIssues.com, and Agile.FM

Seeks a dynamic and challenging environment: Performs best in fast paced and high pressure conditions. Prefers to travel globally.

K.T. O'Brien Consulting

Principal (Philadelphia, PA) - 2014 to 2016

Founded an independent consultancy focused on organizational effectiveness and strategic project management. Facilitated events and led strategic initiatives for clients.

Key Accomplishments:

- Ran an initiative for 25-person private company to develop a sales and marketing agency brand called TheAliasGroup.com. Facilitated off-site strategy workshop. Developed go-to-market plan. Generated \$100k+ in new revenue through Introduced new marketing tools and business development channels.
- Designed and delivered training to help a non-profit leadership team build a flat organizational structure.
- Led a project to design and build an online space for NewStories.org which helped funders and NPO leaders collaborate on funding proposal decisions.

NuFocus Strategic Group

Associate Partner (Philadelphia, PA) - 2015

Co-Founded NF Consulting US, LLC, the first subsidiary of a consulting firm based in New Brunswick, Canada

Key Accomplishments:

- Co-founded new practice area focused on Organizational Self-Management.
- Proactively developed new business with prospective clients landing two accounts.

W.L. Gore & Associates, Inc.

A technology products enterprise headquartered in Newark, DE with over \$3B in annual sales

Product Manager (Landenberg, PA) – 2011 to 2013

Responsible for a \$7M business in North America. Served on the management committee for a \$78M 200-person global business.

Key Accomplishments:

- Ran a \$40M program from prototype through initial production to deliver cables for the electronic warfare suite on the Lockheed Martin F-35 Lightning fighter jet.
- Ran \$1.2M program from prototype through production build to deliver cables for next-generation Google Earth imaging satellite.
- Ran a \$30M program from prototype through initial production to deliver cables for the multi-function radar on the Boeing P-8 Poseidon (Multi-Mission Maritime Aircraft).

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Engineering Director (Landenberg, PA) – 2009 to 2011

Responsible for a 12-person engineering team including 2 managers. Served on the enterprise hiring committee for east-coast engineering colleges which recruited 30 new graduates annually.

Key Accomplishments:

- Member of a leadership team that turned around an underperforming \$250M 1000-person division, transforming losses into 4-years of record setting profits.
- Ran an 18-month strategic initiative to overhaul customer specification review and product design processes which directly contributed to improved divisional profit.
- Established a 5-person global validation management office which defined and maintained standards, training programs, and record keeping systems.

Program Manager/Senior Engineer (Elkton, MD) – 2006 to 2009

Head of design and development of all systems, processes, technology, and equipment needed for the running of a \$30M global business. Served as divisional technical liaison to new operation in China.

Key Accomplishments:

- Ran a \$12M 30-month strategic initiative to establish new 100-person operation in Shenzhen, China.
- Ran 14-month strategic program to transfer \$4M 15-person business from Scotland to US.
- Established divisional standard and best practice for technology transfer between sites.

Terumo Cardiovascular Group

US subsidiary of \$4.5B medical device company headquartered in Tokyo, Japan.

Engineer (Elkton, MD) – 2003 to 2006

Responsible for development of cardiovascular perfusion systems and related manufacturing processes to supply the American and European markets. Served as local liaison for Japanese expatriates and visitors.

Key Accomplishments:

- Designed and deployed chemical emissions tracking software which resulted in plant compliance with EPA regulations.
- Managed a product enhancement initiative that reduced price to the customer while increasing clinical performance.
- Developed an improved biocompatible coating process which increased manufacturing throughput by 150%

Education

University of Delaware (1999-2003), Bachelor of Chemical Engineering, Minors in Economics and Mathematics

Tied for #6 out of 121 Undergraduate Chemical Engineering Programs by US News

Certified Scrum Master, 2014

Strengthscope Practitioner, 2016

Notable Activities

Founding Member, GreatWorkCultures.org

Board Member, Open Space Institute US, a 501c/3 non-profit

Strengthscope Significant 7: Relationship Building, Persuasiveness, Critical Thinking, Flexibility, Resilience, Emotional Control, Self-Improvement

DiSC Individual Profile: Results-Oriented

DiSC Team Dimensions: Creator