

Oleg Tumarkin, JD, MBA

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Objective

An analyst / project lead level business improvement and performance measurement position with a mid-sized company or an equivalent business unit of a larger company, on a permanent or consulting basis.

Management, Improvement and Innovation accomplishments:

- Developed a methodology and a web-based platform for assisting business decision makers to focus on their priorities. Current version accommodates freelance and micro-business clients, small to mid-size business version is being developed.
- Streamlined processes at a transactional business law firm that resulted in more efficient simultaneous processing of multiple merger and acquisition (M&A) and private placement transactions and improved customer satisfaction. Fernandes Law Firm has experienced 10-15% annual profit growth for last 4 years without staff growth.
- Reduced new product introduction time by up to 73% at Ultra Tool and Manufacturing by applying lean, Six Sigma, TOC and project management techniques. Average die production reduced from 20 week to 12 week lead time, longest die production lead time dropped from 60+ weeks to 16 weeks, quality improved substantially and reject rate plummeted.
- Salvaged and built up Ultra Tool's \$2M+/year relationship with Power-Packer (Actuant Corp), by simultaneously acting as Account Manager, Supply Chain Manager and Quality Engineer. Adjusted the process to profitably produce parts that were being produced at a loss, while upselling to new dies and additional parts and components. Grew this account from <0.5% of Ultra Tool and Mfg's business to 5% in less than 18 months.
- Reduced Ultra Tool and Manufacturing inventory in half, freeing up close to a million dollars in cash, while reducing rusting and obsolescence issues by implementing shorter production runs and leading a number of incremental improvements to reduce setup times.
- Helped deliver \$1.2 million improvement to the bottom line in six months at Metal Spinners by using a number of TOC and lean techniques such as fixing ERP logic and business process flow, eliminating unnecessary phone/data lines and renegotiating IT contracts, eliminated unnecessary work such as manual report generation, and improving inventory tracking for tools and reusable leftover material.
- Significantly improved R&D output for a Goodrich by suggesting a strategy for improving communications between engineering and IT departments.
- Helped ITC International automate estimation, schedule, and production processes, which resulted in sales growth from \$3 million to \$27 million in two years with increasing margins.
- Identified a way for Herker Industries to reduce scrap by over 30% by better tracking of inventory.

Tools used:

- ◆ Balanced Scorecard
- ◆ Excellence Matrix
- ◆ Applied Information Economics
- ◆ Theory of Constraints
- ◆ Root Cause Analysis and Process Mapping
- ◆ Lean Manufacturing, new product development and office process
- ◆ TRIZ: Laws of Innovation
- ◆ Six Sigma Black Belt
- ◆ Project Management
- ◆ FMEA: Failure Modes and Effects Analysis

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EXPERIENCE

Primary Occupation:

- Fernandes Law Firm**, Associate Attorney (Contract) 3/2007 - Present
Provide due diligence, business valuation and document drafting support to a transactional business law practice focused on private placements and M&A.
- Ultra Tool & Mfg, Inc.**, Business Improvement Analyst 8/2005 - 2/2007
Led multiple Lean initiatives, plugged gaps in quality, supply chain and account management.
- Metal Spinners, Inc.**, IT Manager 9/2003 - 4/2004
Managed IT and engaged in a number of business improvement initiatives.
- Palitto Consulting Services, Inc.**, ERP Integration Consultant 8/2001 - 11/2002
Participated in ERP roll outs and business improvement efforts.
- Herker Industries, Inc.**, MIS Manager 4/1998 - 8/2001
Managed IT department, including provision of business intelligence and ERP.

Secondary:

- Concordia University - Wisconsin**, Adjunct Faculty 5/2005 - Present
Teach Accounting, Finance, Economics, Management, Marketing, Law and Strategy courses at undergraduate and MBA level.
- Invention Machine Corp**, Innovation Trainer 3/2011 - 7/2011
Analyzed the training program for Innovation Research and Analysis, by observing and delivering training, provided recommendations.
- Lakeland College**, Adjunct Professor 8/2007 - 10/2010
Taught a number of MBA and undergrad courses, including Business Research Methods.

EDUCATION

William Howard Taft University, **JD**, Executive Track, 2010
Concordia University - WI, **MBA**, International Business, 2003
Milwaukee School of Engineering, **BS**, Management Systems, 2000

ADDITIONAL INFORMATION

U.S. Citizen. Willing to travel and relocate worldwide. References available upon request.