

WM. RANDY MCKINLEY

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EXECUTIVE BUSINESS PROFESSIONAL

FOUNDER - "THE COMPANY DOCTORS"

BUSINESS STRATEGY | LEADERSHIP | SUSTAINABILITY + GROWTH | COST SAVINGS

Proven Leader with 25 years of Business & Financial Acumen necessary to facilitate the development of executable Business Strategic Plans that drive P&L performance for both Domestic & International Operations. This is then supported by implementing best practices of LEAN Six Sigma & Project Management for a sustainable continuous improvement culture

NOTABLE ACCOMPLISHMENTS

- **Developed Successful COO for hire Company** w/5 trainers + Santa Monica College ETP contract \$935k
- **Contracted COO to transform company** on edge of bankruptcy, <\$230k> a month to record profit 1st yr
- **Strategically Restructured Company's Manufacturing** to reduce labor costs of \$788k in 1 year
- **Developed & Implemented Corp Strategy** for a Gluten Free Food company leading to 40% growth 1st yr
- **Hired to develop Company Strategy & implement** resulting in expansion & "Green Field Ops" in TN
- **Strategically Restructured Corporate for 9 Beverly Hills restaurants** reducing headcount & SG&A
- **Worked w/ Famous Chef to standardize SOP's** across 9 restaurants, ↑ sales of \$950k & ↑ service Quality
- **Develop Business strategy for Famous Vegan Co.** resulting in New "Green Field" manufacturing 2019
- **Optimized Famous Vegan Company Manufacturing processes** saving by \$320k a year in 2018
- **CMTC Companies Surveyed showed COO services delivered** cost reductions of \$21.54 million
- **CMTC Companies Surveyed showed COO services delivered** sales increases of \$17.3 million
- **Strategically revamped Largest After Market Wheel maker** increasing production 55.2% in 6 mnths
- **Strategically Reposition products for Wire Company** resulting in \$9.5 m. increase in sales
- **Strategically developed operations for Dominos & Leprino in Australia** for 1.2M lbs of cheese a year
- **Developed & Implemented a Supply Chain Strategy across 3 Countries** generating savings of \$1.7m
- **Developed a 3 phase Strategic Supply Chain Strategy for Windsor foods** saving of \$2.3 M in phase 1
- **Developed Kraft/Nabisco's New Go-To Market Strategy** which reduced cost per case of \$1.16 to \$1.02
- **Implemented a new go-to market strategy for Kraft/DiGiorno** generating \$9 m. increase in sales
- **Strategically lead Nabisco- Seattle team to a #1 DSD** (Direct Store Delivery) out of 86 in US
- **Developed new Frito-Lay go to market strategy**, cutting costs \$150k, out of stock 35%, inventory 30%
- **Led Frito-Lays Logistics Supply Chain to a record** of \$1.1M freight revenue sold & #1 cost per case

KEY AWARDS

- Dale Carnegie Consulting Champion
- Kraft Leadership Excellence Award
- Kraft Best of Best Award
- Arizona Project Fresh Start Award
- Nabisco Presidents award
- Kraft Leadership ring #1 in US (Sales & Cost)
- Breakthrough Award
- Kraft West Area Trail Blazer award
- First choice award Most improved operation
- Frito-Lay Resource of the YR in Operations

PROFESSIONAL CAREER HISTORY

“THE COMPANY DOCTORS”

2015-CURRENT

President & Managing Member

"The Company Doctors" are C.O.O.'s who Develop & Implement Business Strategy for Sustainability + Grow, while Cutting Business costs by Leveraging LEAN Six Sigma & Project Management principles for a Continuous Improvement Culture across an organization. This led to the development of 6 supplemental High performance Boot-camps that support this C.O.O. service, plus skills training to deal with employee skills gaps!

CAL. MANUFACTURING TECHNOLOGY CONSULTING (CMTC), NON-PROFIT MEP

2010-2016

Business C-Level Consultant

COO for hire, C-Level consultation focused on Business Strategy Development and Implementation for Sustainability, Growth, reducing business costs & improve profitability / EBITDA performance

Contract Business C-Level Consultant – (CMTC, LKK, Hostess, Leprino) – 2010 -2011

Contract COO/Business Consultant for CMTC, LKK, Hostess & Leprino focused on Business Strategy Development & Implementation for Sustainability, Growth, reducing business costs & improve profitability / EBITDA performance

LEE KUM KEE, INC. - LKK

2008-2010

Director of Supply Chain - Americas, City of Industry (Retail Food Sauce Company)

Hired to develop the strategic operations plan for go to market in retail, food service products, for a Multinational Sauce & condiment Company. Institute best in class process which reduce manufacturing costs, reduce Raw Material and Finish good Inventory and overall distribution costs for the Americas zones covering North -South -Central

WINDSOR FOODS

2007-2008

Director of Supply Chain, Riverside (Retail & co-packer Food Company)

Hired to Develop & implement Supply Chain strategy to support the growth of the company

KRAFT/NABISCO

1997-2007

Regional Director – DSD (Nor. Cal, NV, CO, WY, Hawaiian Islands) – 2004-2007

Hired to Lead, develop and Implement the go to market strategy for Nabisco, DiGiorno Pizza DSD & Kraft Sales Operations which covered 3700+ customers w/ 850 + appt deliveries day

General Manager – DSD Operations, Los Angeles: 1700+ accts, 350+ store deliveries a day

General Manager – DSD Operations, Compton: 1300+ accts, 240+ store deliveries a day

Project Manager: SAP & Sales Go To Market Re-Design & Optimization

General Manager – DSD Operations, Seattle: 1200+ accts, 210+ store deliveries a day

FRITO-LAY

1990-1996

Zone Sales Ops Manager – DSD, St. Louis area: 41 Union route sales (2.2 yrs)

Logistics Manager, Topeka: Private Fleet – 112 Non-Union Drivers (1.2 yrs)

Business/Financial Analyst, Topeka: DSD Route Sales redesign & P&L Analysis for Area Director (1 yr)

Manufacturing Supervisor, Topeka: 2nd & 3rd shift production plant (9 months)

Route Sales Rep, Topeka: Vacation Relief (8 months)

EDUCATION, CERTIFICATIONS, TRAINING AND PROFESSIONAL DEVELOPMENT

Bachelor of Business Administration

WASHBURN UNIVERSITY, TOPEKA, KS

Certified: Family Business Advisor

Certified: Lean Six Sigma Master Black Belt

Certified: Project Management

Leadership C-Level: Interaction Management

Leadership C-Level: Dale Carnegie

Leadership C-Level: Northwestern Exec. Program

Pepperdine University MBA: Adjunct Speaker

Santa Monica College: Facilitator & Trainer