

## Wm. Randy McKinley - Bio

Wm. Randy McKinley, President/CEO – The Company Doctors “Business Turnaround Experts”

### Sample of clients We Have Supported

Par Pharma	Pacific Die Casting	Jeanotte Furniture	TriView Glass
Lee Kum Kee	Authentic Foods	Bal-Tec	Grayd A Precision
Prolacta	Gourmet Treats	C R & A Custom Print	International Desserts
S-Bravo	Jay Bharat Foods	Carousel	Drago Restaurant Grp
Windsor Foods	Portos Foods	Snak-King	Leprino Foods

**Industries:** Food – Pharma - CPG– Furniture – Apparel – Job Shops – Aerospace - Print

**Experience:** 26 + years of Executive Leadership across many companies and industries delivering increased profitability. The Company Doctors Team provides hands on Advanced coaching services to ensure companies have proper Strategies, Structure & Processes to build a profitable continuous improvement culture from the Front to the Back of the House. Our proven methodology has delivered the turnaround of 53 companies to date. In 2019, we delivered a record turnaround for a Legal Marketing Firm in 45 days from Bankruptcy to breakeven. The final results, we delivered after 12 months was an increase in annual revenue per employee of \$58k!

**Typical**

**Results:** **50% Increase** in Productivity | WIP-RM-FG-PM **reduction of 20-50%** | Lead time reduction **up to 90%** | Quality improvement up to **79% first pass** | Annual Revenue per employee increase **up to \$72k** | Sales Increase of **13%** | EBITDA **increase of 240%**

**How we**

**Operate:** We deliver results fast and efficient, thus it is not profitable for us to bill hourly and do not offer. We are a high-performance team that prefers to absorb most of the risk and deliver results or not get paid. The typical structure is a simple contract, weekly retainer & bonus based on performance, focused on cost saving, profitability, or growth. This approach allows us to consistently deliver a greater R.O.I. versus hiring C-Suite.

**Work History:** Founded “The Company Doctors” – CMTc/NIST - Raytheon - Frito-Lay – Nabisco – Kraft Foods – Lee Kum Kee – Windsor Foods -Leprino Foods & numerous Family Businesses

- Rich history with key fortune 500 companies plus Sm-Med. Businesses which covered numerous rolls from front line to executive. Some notable positions include Contract COO & CFO, Business Unit/General Manager, Project management, ERP Implementation Project Leader, Global Supply Chain Management, Manufacturing Operations, Sales and Market Development & Corporate Trainer

**Education:** Washburn University – Bachelors in Business Administration  
 Kansas State University – Associate Degree in Business

**Credentials:** Certified Lean Six Sigma Master Black Belt  
 Developed Project Management for Business  
 Certified Family Business Advisor  
 Dale Carnegie Leadership & Sales Advantage coach  
 Meritz Leadership training graduate  
 Frito-Lay Sales DSD Sales Operations Train the Trainer  
 Kraft/Nabisco Leadership graduate