ANDREW M. OGILVIE

56 Wickham Road ⚫ East Haddam, CT 06423 ⚫ 860-885-8902 ⚫ ogilviedrew@gmail.com

Summary

An accomplished former owner of a distribution and manufacturing company with 25 years’ experience in all aspects of purchasing, sales, inventory control, production management, capital equipment purchasing and sales, packaging, and customer service. Outstanding communication, leadership, and organization skills. Fluent in CNC programming and CAD, MS word, and several MRP/ERP systems including NetSuite. An involved, hands-on leader seeking a career leadership opportunity with growth potential.

Education

RENNSELAER POLYTECHNICAL INSTITUTE (HGC), Hartford, CT

* Graduate Courses in Operations Management.

CONNECTICUT COLLEGE, New London CT. B.A.

* B.A. in U.S. History, Class of 1981

THE GUNNERY SCHOOL, Washington, CT

* High School Diploma, May, 1977

Technical & Computer Skills

* Proficient with using, sourcing, and implementing various integrated business management and accounting systems, including NetSuite and Microsoft Office. Accurately described as a highly proficient user, with an educational background in several computer languages.
* Experienced with multi-axis machine tools and robotic load/unload systems.
* Skilled CNC control programmer, familiar with G-code & conversational controls. Proficient with BobCad-Cam and familiar with SolidWorks and MasterCam.
* Conversant with developing and implementing QC, WIP, production, assembly, and inventory processes; cost/benefit analyses, time analyses.
* Fluent in logistics and transport, harmonized tariff codes and more.
* Proficient with mechanical, hydraulic, and electrical systems.
* Conversant with metallurgy, heat treating, and finishing processes.

Work Experience

|  |  |  |
| --- | --- | --- |
|

|  |  |
| --- | --- |
| **DRILLING TOOLS & SUPPLIES, USA**  |  **2013 to Present** |

Product Manager* Brought full product line of 500+ reverse-engineered machined parts to market for an internationally recognized supplier of drilling tools and supplies.
* Completely responsible for managing all aspects of reverse engineering, scanning OEM parts using VMM technology, blue-printing, and manufacturing product line.
* Managed competitive bidding and sourcing of raw materials, machining and finish processes for product line on a national scale.
* Trained five machine shops on unique methodology required to produce parts to print.
* Coordinated marketing and distribution of product line through five branches throughout US and Canada.
* During development and production process also provided Northeast and Canadian sales representation for all products of company.

**EARTH EXPLORATION EQUIPMENT, INC., East Haddam, CT 3/1993 – 2013** |
|  |

Owner & President

* Started business in 1993, specializing in the distribution of environmental and geotechnical drilling equipment, tools, and supplies.
* Responsible for managing all departments, including sales, marketing, purchasing, operations, CNC machining, fabrication, facilities, and finance.
* Increased active customer base from twelve to over 1,000; employees from one to twenty-nine; and inventory to over $1m.
* Managed numerous projects from inception to completion. Purchase and sale of a wide range of capital equipment.
* Designed and manufactured a capital drilling rig (the MP500) unique to the industry, with a combination of features and benefits unavailable on any other machine worldwide.
* Designed sophisticated yet simple hydraulic system with multiple piston pumps, and open and closed loop circuits.
* Designed and built (GC’d) two-story 14,000 square foot metal building with 35’ clear span, radiant floor heat, super-insulation, and all of the usual other features.

|  |  |
| --- | --- |
| **DRILL SERVICE, Glastonbury, CT**  | **10/1988 to 03/1993** |
|  |  |

General/Operations Manager

* Responsible for all aspects of nascent distributor of environmental and geotechnical exploration rigs, tools, and supplies.
* Increased sales from $750k to over $2.0M, active customer base from twenty-seven to over two hundred, employees from one to eight, and inventory from $5k to over $300k.
* Managed inside and outside sales personnel, including establishing sales goals and performance metrics.
* Personally responsible for large accounts, including sales of complex capital equipment with many configuration variables.

|  |  |  |  |
| --- | --- | --- | --- |
| **VALTEC, INC., Essex, CT**  |  |  | **6/1983 to 10/1988** |

*Purchasing & Inventory Control Manager: 4*/1986 to 10/1988

* Promotion. Established Purchasing as a new department in rapid-growth aerospace supply company.
* Supervised buying, quoting, expediting, shipping, receiving, and stocking personnel. Duties included hiring, firing, sourcing, qualifying, negotiating, contracting, and purchasing product and capital equipment.
* Responsible for inventory control, warehouse organization and maintenance, cycle counts.

Production Manager: 10/1985 to 04/1986

* Promotion. Developed and implemented new systems and procedures for WIP, shop floor control, scheduling, inventory control, and warehouse management. Diminished backlog from eleven to four weeks, and decreased employee turnover by forty percent.

Customer Service Manager: 10/1983 to 10/1985

* Responsible for all aspects of Customer Service for over 500 airline, aerospace, and OEM customers.
* Directed inside sales personnel, account credit review, contract negotiations, expansion of customer base, assistance to and direction of foreign sales representatives, resolved QC issues.

|  |  |
| --- | --- |
| **COLUMBIA AIR SERVICE, Groton, CT** | **6/1982 to 10/1983** |
|  |  |

 Parts Department Manager

* Responsible for aircraft spares inventory for full-line Piper Aircraft and Swearingen/Fairchild Service Center.
* Purchasing, expediting, distribution, invoicing, customer relations, and warranty administration.
* Responsible for selection, implementation, and coordination of software for inventory control.
* Authored Parts Department Operations and Procedures Manual in order to ensure position continuity.