

Jerry Metz

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Global Executive Operations Leader

Value Proposition

Executive operation leader results driven, profit oriented and lean principles management. A natural ability to forge collaborative relationships with internal and external stakeholders. Recognized as a strategic thinker, identifying new business opportunities, defining and prioritizing solutions, and decisively executing pragmatic action plans. Technically competent analytical thinker with excellent follow through, and proven leadership competencies.

Major Accomplishments

Transform Supply Chains that Enable Rapid Growth & Expansion

- ✓ Developed and implemented strategic business plans, financial planning and budget models in collaboration with the CEO for the past 5 companies to position company for acquisition and/or IPO.
- ✓ Established KPIs and implemented processes to prepare OraMetrix for acquisition by Dentsply Sirona in 2018 resulting in a negotiated multimillion-dollar profitable business unit sale.
- ✓ Led scaling operations for global market medical device product yielding a revenue increase over 600% in the last 30 months as well as developed a strategic roadmap to doubling capacity in 2021.

Continuous Improvement and Culture Building

- ✓ Implemented the fundamentals of lean principles throughout the supply chain resulting in an 800% improvement in quality, 600% improvement in product cost resulting in a 70+% gross margin for Dentsply Sirona.
- ✓ Cultivated a learning organization to improve employee effectiveness and commitment, resulting in 99% employee retention and 95+% customer satisfaction since 2008.

Target Roles

Level: President / COO / VP

Target Industries / Companies

Medical Devices
Electronics Manufacturing
Energy Devices / Technology

Experience

Rapid Scale, Texas Consultant/Partner	2021 to Present
OraMetrix / Dentsply Sirona Inc, Texas Vice President of Operations	2006 to 2021
Metz Media Group LLC, Texas Owner	2005 to 2010
Trulite Inc., Utah Vice President, Advanced Engineering and Manufacturing	2004 to 2006
LongLite LLC, New York Vice President, Supply Chain Management and Manufacturing	2003 to 2004
Teccor Electronics, an Invensys Company, Texas Vice President of Manufacturing Wafer Fab Manager Product Engineering Manager Product Engineer	1995 to 2003

Education

MBA (Southern Methodist University, Dallas)
BS Aerospace Engineering (University of Texas at Austin)
Six Sigma Black Belt

Key Strengths

Relator – Team Builder, develop close relationship to achieve goals

Learner – Continuous Improvement, find new and old ways to solve problems while developing others around me.

Achiever – Goal driven, great deal of stamina to work hard and be productive

Belief – Value based, engaged in a defined purpose for my life

Context – Strategic thinker, understand the present by researching its history

