

Nolan Darwin Smith

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CORNING SENIOR BUYER

SUMMARY

Results-oriented Project Manager and Controls Engineer with M.B.A. and 15 years of varied experience in Business Development, Project Leadership, Engineering Supervision, and Product Development. Significant accomplishments range from hands-on installation of complex technical systems to effective supervision and project leadership of large, multi-disciplined, multi-process international equipment installations.

SPECIAL SKILLS/TRAINING

- Process Improvement: Application of “Single Minute Exchange of Die” (SMED, Toyota) principals
 - Product Development: Application of Stage-Gate Model. Proficiency in business process modeling
 - Project Management: PMI Skills training, Microsoft Project Experience
 - Highly proficient in the use of office productivity tools such as MS Access, Word, Excel, PowerPoint
 - Sales: Sales management experience - Manufacturer’s representative training
 - Machine Control: Rockwell Automation (Allen Bradley), GA Fanuc and Siemens PLC products, other IEC 1131 based products, various SCADA and motion control platforms, and high-level language tools.
 - Quality Assurance: Six Sigma project team training and application, Performance Excellence training
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Corning, Incorporated - Wilmington, NC

1997- Present (See Below)

Manufacturing Engineering Specialist - Project Manager responsible for capital expansion projects, business analysis, new product and business development, and specific technical development projects.

- Leveraged cross-divisional capabilities to create new optical lens and high purity fused silica rod products from pre-existing optical fiber manufacturing competencies.
- Led a team of more than 25 engineers and trades people to design, build and install ODS equipment in record time by employing SMED (Dr. Shigeo Shingo – Toyota Production Systems) techniques. Reduced the time of installation by 66% and the cost of installation by 50% enabling additional production.
- Led an international team of 30 engineers and trades people to design and build equipment in the US and Europe and led the installation process in Australia. Increased the manufacturing capacity of the plant by 150%.
- Redeployed assets from redundant plants to expand optical fiber manufacturing capacity “just-in-time” for soaring demand. Enabled the capture of potential lost sales
- Created and established new methods of high-speed flaw detection, as part of a DMAIC Six Sigma team, reducing the cost of quality
- Developed a common motion control system for cross-plant operation of winder systems

Eastern Instruments – Wilmington, NC

2005 - 2006

Sales Manager with territorial responsibility for \$4MM of sales of analytical instrumentation in three unique southeast US markets: Industrial, Material Handling, and Power.

- Set and communicated strategies and objectives for 16 representative offices, and more than 30 sales people
- Created a representative training program that ensured success
- Prepared marketing programs, participated in tradeshows, and developed sales literature

Markets: Systems Integrators, OEM’s, Power Generation, Industrial Instrumentation, and Bulk Solids Process

I. Krüger, Incorporated - Cary, NC

1994-1997

Project Manager/Engineer Instrumentation and Controls – Responsible for designing, implementing, and servicing plant-wide control systems for municipal water and waste water applications. Chief client interface for development and build-out of more than 12 North American facilities.

- Developed engineering best practices to include ISA drawing standards and UL/NFPA design standards for reusable control system designs. Reduced cost of production by 60%. Firm gained an advantage in bidding on government contracts and increasing standard margins by approximately 8%.
- Developed a team of client-centric controls engineers experiencing a 40% sales growth period.