

JOE POSUSNEY, MSE, PMP

215-908-4885 JoePosusney@gmail.com [Linkedin.com/in/joeposusney](https://www.linkedin.com/in/joeposusney)

PROJECT MANAGEMENT & BUSINESS PROCESS INNOVATOR

Seasoned project manager with a wealth of experience in engineering, technology, operations, R&D, manufacturing, and sales & marketing. Proven ability to resolve complex issues for the benefit of the organization and stakeholders. Polished, astute communicator with proven success working with a variety of cultures, clients, and stakeholders. Vast experience working with and leading cross-functional teams to successfully develop and drive projects from design to launch.

Executive-level competencies include:

Project Management
Data Analytics
Process Improvement

Effective Leadership
Technical Expertise
Stakeholder Management

Education and Certifications

Post Graduate Program in Data Science & Business Analytics (currently enrolled)

The University of Texas, McCombs School of Business, Austin, Tx

PMP Certified No. 2791515

Member PMI – Project Management Institute

Lean Six Sigma Black Belt Certification

Delaware Valley Industrial Resource Center (DVIRC)

Master of Science in Engineering (Executive Engineering)

University of Pennsylvania, Wharton School of Business, Philadelphia, PA

Bachelor of Science in Engineering

United States Military Academy, West Point, NY

Career Highlights

Philadelphia Scientific UK, 2018-Present

Executive Sales Manager

Manage and develop innovative sales processes throughout Europe, Africa, and the Middle East. Support distributors with a diverse product range. Leverage effective communication with stakeholders to increase sales and profitability.

- Implemented business strategy to push sales focus from small accounts to larger enterprises to grow revenue and support 120 active distributors.
- Utilized lean processes to redesign battery room operations for large enterprise users to connect them digitally and to improve asset utilization worldwide.
- Refined and optimized proposal process through value stream mapping for handling battery projects from inception to launch.
- Drove new battery monitoring product's launch using scrum methodology through cross-functional meetings and tasked tracking, resulting in successful launch within 8 months and presale of 1000 units.
- Pioneered and instituted a system to streamline the quote process for custom products to increase efficiency and have products ready for clients more quickly.

Waltron Bull & Roberts, 2018

Director of Global Business Process

Oversaw layout and workflow of production facilities. Optimized logistics and production processes at headquarters and for stakeholders to reduce supply chain costs. Audited and improved company knowledge management activities, quality processes, and created standard operating procedures (SOPs).

- Led business process improvement project for global business team on 3 high-priority initiatives that resulted in worldwide order process improvements.
- Invigorated a stalled e-commerce project by completing a gap analysis and launched the site within 90 days.
- Created new dashboards, KPI reports supporting sales management, and migration to the Lightning Platform while serving as Salesforce Administrator

Philadelphia Scientific, 2008-2017

Director of Marketing Communications and Field Operations, 2016-2017

Raised product awareness for 6 product lines via marketing, website, and training and implemented changes to increase sales and improve marketing efforts. Led customer field support throughout North and South America.

- Developed and managed company website, marketing, and training materials for all products resulting in iBOS sales increase of 140% over the previous year.
- Selected as speaker and product representative at PROMAT industry trade show and Lean Specialist Speaker at ASQ Lean and Six Sigma Conference.

Director of Electronic Products, 2012-2016

Led all aspects of iBOS 6 new product development. Travel throughout Central and South America to support sales and product training efforts. Foster effective communication with international stakeholders through excellent remote support and training systems.

- Solved equipment failure issue on iBOS display screen using critical thinking resulting in no returned products and requiring very limited field support generating complete customer satisfaction. Collaborated with engineers to permanently solve the issue for future releases.
- Instituted innovative cutting-edge web tools and process SOPs to increase and share company knowledge base and project information to promote collaboration.

Engineering and Project Manager, 2008-2012

Managed product innovation, product improvement, and launching of innovative products for the industrial battery market. Improve quality operations for international stakeholders.

- Managed team of engineers in product innovation, product improvement, and the successful launch of several products for the industrial battery market while earning Six Sigma Black Belt.
- Led project to vertically integrate injection molding for small and critical parts to reduce cost and improving quality resulting in the company adding 3 more units as justified by positive ROI.
- Eliminated product defects by introducing quality control tools and equipment for India-based client.