

MICHAEL MILARDO CHIEF EXECUTIVE ENTREPRENEUR

Thoroughly versed, accomplished, proactive senior management professional with extensive, repeated successes growing revenue and improving profitability. A forward-focused, kindling leader adept at driving cost-reducing process enhancement, initiating market expansion, and developing well-trained, self-sufficient teams committed to delivering results. Dedicated, resourceful, and unrelenting as a champion of continuous improvement and turning customers into rabid fans. An inspiring, effective teacher, trainer, and mentor with a well-honed talent for building productive relationships across the organization and with clients, stakeholders, and vendors. Respected, trusted, and relied upon to find better ways to strengthen the top and enrich the bottom line.

- ◆ BUSINESS ACUMEN
- ◆ FINANCIAL ACUITY
- ◆ OPERATIONAL EXCELLENCE
- ◆ MANAGERIAL EXPERTISE

CORE COMPETENCIES

- Analytics / Metrics / KPIs
- Operational Enhancement
- Change initiation / Guidance
- Marketing Strategy / Programming
- Multi-Site Governance
- Strategic Planning & Tactics
- Vision, Mission & Direction
- Capital Expenditure Planning
- Motivational Leadership
- New Product Development
- Sales Management / Selling
- Business Footprint Expansion

PROFESSIONAL EXPERIENCE

ASTROSEAL PRODUCTS 2015 - 2020

A \$7 million division of Heico, Inc. and a leading supplier of products providing lightning-strike protection in aerospace applications.

Vice President General Manager

Directed 27 employees involved in all functional aspects of the business and held total P&L responsibility.

PREVIOUS EXPERIENCE

HARCO, INC. 19 Years

Designs and fabricates high-temperature sensors, thermocouple systems, interconnect cable-harness assemblies, and probes and sensors used by commercial and military aircraft.

President

Responsible for achieving the bottom line of a \$92 million firm operating in three locations with 230 employees and seven direct reports.

REVERE AEROSPACE 12 Years

Produced high-temperature and liquid-level sensors and electronic cable assemblies used by commercial and military aerospace vehicles.

Director of Operations

Managed manufacturing planning, purchasing, inventory control, logistics, and daily operations of a \$9 enterprise through a staff of three direct reports.

REPRESENTATIVE ACHIEVEMENTS

\$15 million in new volume generated by penetrating the private aircraft market through introduction of an assortment of air-data sensors sold on a sole-source basis to an innovative jet-plane manufacturer.

\$280,000 of operating costs avoided and 97% on-time delivery attained by instituting an aggressive preventive maintenance program that raised machine uptime 50%.

178% revenue growth to \$32 million realized by reorganizing a single entity structure into two discreet business units and identifying and correcting the weaknesses revealed in each by the change.

50% scrap reduction produced by hiring, training, and supervising the company's first employee responsible for devising and monitoring a quality-management system that met the aviation industry's AS9100 standards.

Eliminated hundreds of thousands in vendor expenses by leading the design, purchase, installation, and staffing of six internal CNC machining centers and a heat-treating furnace.

Expanded the product line by developing a green-energy entry in partnership with a Pacific-rim vendor that tripled incremental sales to \$1.2 million after the first three years.

\$10 million of new business added by increasing specialist staff and internal capabilities allowing entry into the PMA and MRO markets and earning sole-source status with a leading aircraft supplier.