

Wes Besaw

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Objective

Hardware or Software Supply Chain / Manufacturing Manager or Project Manager position using proven skills and experience to bring products to fruition.

Profile

Motivated, personable business professional with a BS in Business Management and over 36 years in the fields of digital electronic hardware and software manufacturing and product delivery. Ability to work well with professionals and non-professionals at all levels. Capable and competent in working with multi-cultural organizations.

Experienced and versatile – bringing both Manufacturing and Supply Chain disciplines to product delivery. Able to learn and adapt quickly to new systems and environments. Demonstrated success in the global delivery of software tools and POS systems.

Skills Summary

- Project Management
- Problem Solving
- Analytical
- Team Building
- Creative
- Adaptive
- Supervision
- QA/QC
- Customer Service/Support

Professional Experience

1991 - 2008 **VERIFONE, INC.**, Costa Mesa and Rocklin, CA

SUPPLY CHAIN MANAGER, SOFTWARE PRODUCTS – Supply Chain Operations

Provide managerial and technical leadership in the design and implementation of software manufacturing processes. Develop and manage working relationships with suppliers and manufacturers over the life of a product. Promote a worldwide perspective of product development and usability.

- Researched, developed, and implemented processes & procedures that support software product delivery through the product life cycle (PLC) from proposal to end-of-life.
- Successfully released of over 105 new software products and supporting functions for 4 different worldwide organizations; United States / Bangalore, India / Manila, Philippines / Tel Aviv, Israel
- Provided managerial and technical leadership in the design and implementation of software manufacturing processes.
- Developed and managed working relationships with 4 software OEM providers over the life of the product, Including reproduction for resale and licensing.
- Provided support and services to Marketing, Sales and Order Admin and on all products.
- Responsible for ensuring product inventory and availability.

US MANUFACTURING MANAGER – Manufacturing Operations

Managed and directed domestic manufacturing production, production control, manufacturing engineering, and document control organizations supporting the Americas Distribution Center.

- Restructured manufacturing operations to reduce cost and provide consistency of product scheduling by reducing cycle time, resulting in a 15% increase in throughput.
- Managed the team that reduced inventory of unusable or non-selling products by over \$3,500,000.00 a year through product reconfiguration.

US MANUFACTURING MANAGER (con't)

- Manufacturing team lead that successfully developed and strategized the domestic operations transition from Costa Mesa, CA to Roseville, CA. This plan was accepted and implemented by senior management; allowing for the division to consolidate and increase its ROA.
- Provided support and services to Marketing, Sales and Order Admin and on all products.
- Responsible for ensuring product inventory and availability.

MANUFACTURING ENGINEERING MANAGER – Manufacturing Operations

Responsible for Manufacturing Engineering support for domestic operations, new product introduction, and contract manufacturing.

- Successfully developed and set-up technical, logistic, and manufacturing processes for 2 contract manufacturing facilities in Brazil (Sao Paulo and Manaus). Each was completed on time and within budget.
- Developed and implemented new product introduction assessment procedures to identify potential user problems prior to customer delivery resulting in an increase in customer satisfaction as defined by a 18% decrease in the rate of returned products.
- Identified and implemented new software tools and equipment that reduced cycle time by 20% in the writing and release of product rework instructions.

PRODUCTION MANAGER - Manufacturing Operations

Directed the activities and staff in the reconfiguration and repair of existing automated transaction products and in the introduction of new product assembly techniques, procedures, repair, and failure analysis for engineering, quality, and marketing. Interfaced and supported engineering and marketing in coordinating the release of new products, pre production and first run.

SPECIAL PROJECT CO-ORDINATOR - Manufacturing Operations

Developed and implemented product rework, repair, and failure analysis procedures for new product in support of manufacturing, quality and customer support.

1983 - 1991 CIPHER DATA PRODUCTS, INC., Salem, NH / Garden Grove, CA

1978 - 1983 PERTEC COMPUTER CORPORATION., Nashua, NH

1971 - 1978 US NAVY (Honorably Discharged)

1970 - 1971 Pratt & Whitney Aircraft, East Hartford, CT

Education

BACHELORS IN BUSINESS MANAGEMENT - University of Phoenix, Fountain Valley, CA 1997
 CERTIFICATE IN MANUFACTURING MANAGEMENT - California State University, Fullerton, CA
 CERTIFICATE IN MANAGING MULTICULTURAL WORK ENVIRONMENTS - CSU, Fullerton, CA
 U.S. NAVY - Data Systems computer, peripheral, and communications, Mare Island and San Diego, CA

Computer Skills

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| • Microsoft Windows | • Word | • Excel |
| • Power Point | • MS Project | • Visio |
| • Oracle ERP | • Agile PLM | • Internet |