

DAVID R. DIAMANT

12 Hastings Lane • Spring City, PA 19475
(610) 495-2278 home • (610) 392-7125 cell
d_diamant@comcast.net
www.mycareerhighlights.com/daviddiamant

SENIOR MANAGEMENT: Operations/Manufacturing/Technology

PROFESSIONAL PROFILE

- **Strategic** and tactical leadership role as VP Operations for a marketer/distributor of bioscience equipment taking the N. American market from \$4M to \$37M in 6 years, positioning firm for acquisition.
- **Led** the turnaround of a lab instrumentation design/manufacturing company in a life science environment to new markets and an enhanced product reputation while increasing business by 45% in 2 years.
- **Built** a portfolio of business clients while strengthening the company's business strategy and operations. Designed/implemented hardware, software and operational solutions that increased revenues, profits, response efficiencies and safeguarded assets.
- **Drove** the design/development and roll-out of new products and production systems to meet changing technology/marketing demands, positioning the company as a competitive leader/innovator in its field.
- **Analyzed** company operations including growth-limiting problem areas. Implemented changes to the company systems providing detailed cash flow management, significant time management savings, smoother daily operations and 30% increase in production output.
- **Developed** high functioning manufacturing and distribution organizations resulting in increased output and rising profits while assuring a focus on customer service and quality products.

CORE COMPETENCIES

Strategic Operations Leadership
Business Critical Negotiations
Change Management
Organizational Development & Growth
Financial Management / P&L Responsibility
Performance Management & Metrics

Integrated Technology Solutions / Innovation
Product Development & Launch
Major Project Management
Process Improvement
Key Customer Relationship Management
Profit / Cost Optimization

PROFESSIONAL EXPERIENCE

DIAMANT MANAGEMENT SOLUTIONS, Spring City, PA • 2008-Pres

Start-up company provides business consulting to firms in Life Science and other industries

President

- Assisting clients strengthen their profitability through operations improvement, cost reduction and establishment of improved selling tools/methods.

TECNIPLAST USA, Inc., Exton, PA • 2002-2008

Leading US Marketer/Distributor of Equipment for Bio-Science R&D (Division of Italian Manufacturer)

Vice President Operations

- Leveraging minimal investment, led the development of the business's strategic vision, go-to-market tactics and the design/deployment of an operating infrastructure that took revenues up by 825% in under 6 years and increased share of parent's global bioscience business from less than 10% to 45%.

Selected Achievements:

- Increased product lines from 1 to 13 requiring sales, installation and service of hundreds of products.
- Transformed the exclusively custom designed/manufacturing model to include commodity/distribution, increasing commodity product sales by 100% in the first year.
- Managed the introduction of new washing, automated & robotic equipment to the N.A. Market.
- Developed streamlined corporate structure including Project Management, IT, Procurement, Improved Logistics/Warehouse and Office Management to support record growth.
- Implemented new computer techniques and the associated programs that provided systems needed in this fast paced environment.

2D ENTERPRISES, L.L.C., Bethlehem, PA • 2000-2003

Start-up company provided business consulting to local firms including marketing, planning, E-commerce

President/Managing Partner

- Designed and created unique proven solutions including corporate restructuring, market planning, computer equipment configuration/use, networking and procedural effectiveness.

Selected Achievements:

- Provided consulting services to strengthen clients' business strategy and operations.
- Developed initiatives for companies to assist them in e-commerce usage.

COULBOURN INSTRUMENTS, L.L.C., Allentown, PA • 1998-2000

Manufacturer of lab instrumentation and equipment for the life sciences industry

Vice President & General Manager

Operations Manager

- Recruited an executive leadership team while building corporate infrastructure, and replacing a computer system to a mainframe AS/400 with upgraded software needed to assure efficient daily company operations.

Selected Achievements:

- Successfully instituted direct e-mail methodology for Corporate Marketing and Advertising campaigns.
- Effectively implemented new technology to improve company productivity and competitiveness.
- Developed comprehensive cash management system resulting in a positive cash flow while maintaining current accounts payables.

AFFILIATED MANUFACTURERS, Inc., North Branch NJ • 1988-1998

Manufacturer of screen printing and automation equipment for the microelectronics industry

Manager, Engineering / Technical Service

Product Sales Manager / Field Service Manager

Special Projects Manager

- Identified problem areas with existing products and implemented design changes / retrofit kits. Analyzed market sectors and competitive stature to establish proper pricing for new and existing products. Armed with better engineering controls, designed new robust products and entered new markets responsible for 60% of all sales following rollout.

Selected Achievements:

- Managed AutoCAD based Engineering, Field Service and QC, and hired, trained and mentored the team to provide outstanding service internally and with customers.
- Devised approaches for satisfying customer requests by modifying existing product base.
- Developed the country's first automated, frameless Green Tape production line.

THE DUPONT CORPORATION, Research Triangle Park, NC • 1985-1988

Senior Development Engineer

Process Engineer

- Designed, specified and implemented new processes and equipment for the first Hybrid pilot facility. Managed the design/installation/start-up of the new Hybrid production facility and Electronics Division headquarters in RTP. Implemented new technology as an accepted worldwide production method.

EDUCATION

University of Pennsylvania
Bachelor of Science, Mechanical Engineering (BSME)

Philadelphia, PA