

CHRISTIAN SKIELLER

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Summary

Senior Operations Executive/Consultant. Strong, innovative, and results oriented leader. Skilled motivator and team builder. Extensive start-up and turn-around experience. Comprehensive experience managing new product introduction, production, materials management, manufacturing engineering, quality & regulatory, and IS/IT. Skillful in developing marketing and product positioning strategies. Successful implementer of internet based business processes. Strong record of cost reductions, quality improvements, and inventory reductions. Strong quantitative and computer modeling skills. MBA from Stanford Business School, MSc. in Chemical Engineering.

Selected Consulting Projects

- Introduced the concept of manufacturing excellence to a large manufacturer of laser systems. Directed implementation of Just In Time, Kanban, Total Quality Control, and Employee Involvement, increasing yield from 50% to 90% and gross margin from 35% to 44%.
- Directed process lay-out and development of process instructions for a medical device company increasing yield from 70% to 90% in 8 weeks and reducing lead time from 2 weeks to 3 days.
- Revived a high tech company from flat to 25% annual growth by redefining market segments and reallocating resources among business units.
- Saved a \$10MM electronics company \$1MM by reducing inventories 45% and variable cost 10%.
- Designed a turn-around plan for a \$12MM manufacturer of machinery, converting a \$2MM loss to a \$500,000 profit, by redefining marketing strategy, target customers, and product lines.
- Conducted operations audit of a prospective portfolio company for a major venture capital firm on Sand Hill Road. Audit included review of company structure, manufacturing organization, infrastructure, and support systems including quality systems, followed by a detailed review and evaluation of the manufacturing processes for four product lines. Reviewed in detail and revised manufacturing costs for each of four product lines. Performed detailed analysis of cost structure and cost variances.
- For an early stage medical device firm evaluated manufacturing alternatives and developed manufacturing strategy. Conducted audit and evaluation of potential contract manufacturers, developed computerized cost planning model, and decision model for choosing among alternatives. Guided the company through final decision process.