

Paul C. Carter

104 Devonshire Rd.
Grosse Pointe Park, MI 48230

paulcarter@mcast.net

Home: 313-822-5252
Cellular: 313-505-4040

Date

Name

Title

Company

Address

City, State Zip

Salutation:

Over 20 years within industrial manufacturing has given me the expertise required to provide solid and decisive leadership. I present a versatile background that has provided me with insight and hands-on experience in operations management, business development, sales, and marketing. Time and again I have demonstrated the ability to facilitate change, impact positively on the bottom-line, grow revenues, and solidify relationships within public and private sectors.

- Established corporate strategy at Thompson, which resulted in the creation of four SBUs. Additionally, refocused two emerging ventures towards market development, which led to heightened interest by potential buyers while simultaneously reducing overall spending.
- Grew revenues at Teldyn from \$24 to over \$40 million in three years, through manufacturing reorganization, European expansion, and enhanced sales compensation programs.
- Led start-up venture at Huron Automotive, which greatly improved relations with UAW and created process that led to launch of new products on time, and within budget.
- Developed manufacturing strategy for \$3.5 billion Plastics and Trim Division at Michigan Motor that addressed efficiencies, European expansion, and methods to support divisional growth.

I would appreciate the opportunity to discuss your needs, elaborate on the highlights presented on the enclosed résumé, and how and if my background can be of value to your immediate and long-term needs. If you have any questions, feel free to contact me.

Thank you in advance for your consideration. I look forward to discussing what could be a mutually beneficial professional relationship.

Sincerely,

Paul C. Carter

Enclosure: résumé