

Jon Carsten Wetzel

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Operations Management - Director / Manager

*Operations & General Management • Revenue & Profit Growth • Process Improvement
Turnaround & Re-engineering*

Results-driven business development and operational manager offering 16+ years of proven successful experience facilitating operational growth, maximizing business opportunities and delivering exceptional bottom-line performance in a high energy environment. Valuable depth of leadership experience of cross-functional, cross-site and multi-cultural teams.

Areas of Experience

Team Building	Key Account Management	DFSS, DMADV, DMAIC
Strategic Planning	Contract Negotiations	ISO, CAP, CLIA
Performance Management	Biotechnology and Lab Processing	Statistical Analysis
RNA/DNA Isolation	Genomics	Histology/Pathology
P&L Management	SOP/QA/QC Design	Facilities Management
Revenue Growth Management	Six Sigma Black Belt	Transactional Lean Six Sigma
R&D Management	Value Stream Management	Startup Professional
M&A Due Diligence	Lean Six Sigma Training	LIMS Design
Investor Relations	Business Recovery Planning	Succession Planning

Professional Experience

Operational Excellence Consultant, *Lean for Everyone*, Farmington Hills, MI, 2010-Present

Coaching and training Lean Six Sigma and other continuous improvement methods to small businesses, non-profits and government entities. Creator and lead contributor for www.leanforeveryoneblog.com

Operations Change Agent, *Scented Pens*, Taylor, MI, 2009-2010

Re-engineered entire company using Lean Six Sigma to be operationally sound and profitable.

- Decreased inventory levels by 83%
- Decreased operating expenses by 65%
- Negotiated and signed 3 licensing agreements for patent.
- Formed strategic partnerships with suppliers.
- P&L responsibility

Director of Lean Six Sigma, *Asterand*, Detroit, MI, 2007-2009 (Reported to GM)

Trained all employees in Lean Six Sigma techniques and methodologies: 5S, SIPOC, DMAIC, 7 Wastes, Kaizen, FMEA, Value Stream Mapping, 5 Why's, Fishbone Diagramming, Push Vs Pull systems, Usage of Kanban Cards, Just In Time Processing (JIT), Theory of Constraints (TOC) and Voice of the Customer (VOC). Acted as an internal change agent and LSS mentor to all departments.

- Decreased lab turn-around time by 97%
- Dashboard design for C-suite
- Decreased accounts receivables (DSO) by 55%
- LSS project pipeline management
- Creation of Departmental KPI's
- Kaizen event management

Director of Production, *Asterand*, Detroit, MI, 2004-2007 (Reported to COO and GM)

Managed all production aspects of biotech facility including the departments of: pathology, histology, molecular biology, tissue culture, shipping and receiving and facilities management. Participated in M&A of former UK company Pharmagene. Collaborated on the design of a new 15,000 sq ft lab facility. Planned, organized and executed laboratory move to new location.

- Lean implementation for entire lab
- Increased throughput by 250%
- Design and implement barcode tracking
- Project management of lab relocation
- Below budget by 20%
- Increase productivity by 70%

Director of Lab Operations, *Asterand*, Detroit, MI, 2002-2004 (Reported to COO)

Enhanced efficiencies of the laboratory and the built framework for client relations, order fulfillment and project management. Met with future investors and partners and explained lab operations and company vision.

- Increased sample processing volume by 600%
- Cross-training of all lab departments
- Alignment of IT software development with key operational bottlenecks
- Business recovery plan design and implementation

Manager of Lab Operations, Asterand, Detroit, MI, 2001-2002 (Reported to CEO/President)

Selected by Senior Management to build out and restructure existing laboratory operations and worked with IT department to build new and innovative systems for biorepository management. Worked with HR to develop the employee code of conduct, HR manual, performance evaluation process, salary benchmarks and job titles.

- Redesign of QC to existing processing of biomaterials.
- Formalized and revised all SOP's.

Manager of RNA Production, Rosetta Inpharmatics, Kirkland, WA 2000 – 2001 (Reported to Director)

Coordinated with Materials Department, Collaboration Management and R&D to complete contractual obligations for clients. Established and maintained an ISO 9000 environment within the lab and worked with QA/QC and Process Engineering to identify and solve data inconsistencies.

- Redesign of the production facilities
- Collaborated with IT on design specifications for new LIMS.

Lab Manager, Genelogic, Gaithersburg, MD 1998 – 2000 (Reported to SVP Genomics)

- Design of lab SOP's for new flagship company product.
- Design of lab tracking system for lab operations.
- Design of new lab space.
- CLIA Certified Lab
- Development of hierarchical reporting structure
- Development of employee performance program.

University of California Los Angeles, Los Angeles, CA, 1996 - 1998

Department of Clinical Laboratories – (CAP Certified Lab)

Research Assistant III

University of Michigan, Ann Arbor, MI, 1994 – 1996

Department of Internal Medicine

Research Assistant II

Wayne State University, Detroit, MI, 1993 – 1994

Department of Biochemistry

Research Assistant I

Education and Training

Axl Partners

Detroit-MI

Worked with Lean Sensei over the course of 2 years learning Lean Six Sigma.

University of Michigan

Ann Arbor-MI

Department of Mechanical Engineering

Six Sigma Green Belt Certification

Lean Business Processes Certification

Training and Development Systems

Livonia-MI

Project Management Training

Aveta Business Institute

Cleveland-OH

Design For Six Sigma (DFSS)

Six Sigma Black Belt Certification

Michigan State University (1993)

East Lansing-MI

B.S., College of Natural Science

Major in Lyman Briggs School-Biology

Publications and References available upon request.