

# C. J. ROSS CONSULTING

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<https://cjrossconsulting.com/>

## BACKGROUND

A hands-on, technically competent, C-level management consultant with extensive experience leading global operations in the telecommunications, information technology, consumer electronics and food & beverage industries.

## SKILLS AND SPECIALTIES

- \* Operations Mentor, Advisor and/or Interim Executive (COO, VP Operations, VP Manufacturing, VP Supply Chain, etc.)
- \* Developing strategies for sourcing, manufacturing, logistics, customer support, facilities and information systems
- \* Transforming underperforming organizations into strong, lean teams to meet profitability goals
- \* New plant construction, fit-up and start-up
- \* Analyzing acquisition targets, performing due diligence and managing post transaction integration efforts
- \* Evaluating and implementing ERP systems
- \* Bringing new products to market quickly
- \* Implementing initiatives to streamline processes and reduce costs
- \* Improving customer satisfaction metrics (e.g. on-time delivery, out of box defect rates, MTBF)
- \* Negotiating strategic alliances with third party service providers for product development, manufacturing and logistics

## PROFESSIONAL EXPERIENCE

### MANAGEMENT CONSULTING

Founder/Principal, C. J. ROSS CONSULTING - global management consulting practice based in Carlsbad, CA. 2016 to Present  
Co-Founder/Advisor, CLIPCAST - developer of an end-2-end, video capture, management & distribution platform. 2014 to 2020

### FOOD AND BEVERAGE

President/COO, GREEN FLASH BREWING COMPANY - a top 50 craft brewery and restaurant operator. 2015 to 2018

### INDUSTRIAL ELECTRONICS

EVP Global Operations, AVIGILON CORPORATION (AVO.TO) - global provider of AI-based security solutions 2013 to 2014

### CONSUMER ELECTRONICS

CTO/VP Manufacturing, INTRINSYC TECHNOLOGIES (ITC.TO) - developer of HW & SW solutions for OEMs. 2014 to 2015  
SVP Operations, NOVATEL WIRELESS INC (INSG) - wireless pioneer; inventor of the MIFI mobile hotspot. 2005 to 2013

### TELECOMMUNICATIONS

VP Operations, ERICSSON INC. (ERIC) - worldwide provider of wireless telecommunications infrastructure. 1999 to 2005  
VP Manufacturing, QUALCOMM INC. (QCOM) - inventor of breakthrough technologies for mobile communications. 1994 to 1999

### ELECTRONIC MANUFACTURING SERVICES

Founder/General Manager, SMS TECHNOLOGIES - San Diego's largest EMS company (now CalComp-USA). 1991 to 1994

## EDUCATION

**Bachelor of Electrical Engineering** and **Master of Electrical Engineering**

Manhattan College, Riverdale, NY

## FEE STRUCTURE & TERMS

Rate: 350 USD per hour\*.

Minimum Increment: 1/10<sup>th</sup> hour.

Retainer: 10 hours.

Invoice: Monthly.

Payment due: 30 calendar days.

\* Plus reasonable travel expenses incurred for services performed outside of Carlsbad, CA. Travel time billed at ½ hourly rate.