

DARREN REINIGER

Business & Operations Consultant

Senior Leader

Project Manager

PROFILE

EXTRACTING OPERATIONAL EXCELLENCE

A highly adaptable, technology-savvy, senior business leader who integrates change and innovation to create a new, chain-linked, operating paradigm. Specializes in working with small and medium-sized companies to align their strategies across leadership and teams, with defined outcomes, to accelerate growth and drive top and bottom-line improvements at healthcare organizations, manufacturing plants, and technology teams.

CONTACT

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BUSINESS EXPERIENCE

DELIVERING ON-TIME, ON BUDGET, QUALITY RESULTS

- Successfully oversaw greenfield expansion and acquisition resulting in doubling of the segment's revenue
- Led multiple growth initiatives providing multimillion dollar increases in annual revenue
- Supported a manufacturing company during COVID in downsizing and rescaling of operations while realizing a 15% improvement in net income
- Planned a successful upgrade, transition, and build out overseas of an in-house Manufacturing line

BUILDING INSIGHTS INTO AN ORGANIZATION'S PERFORMANCE

- Enhanced organization performance by cascading company goals with a new Balanced Scorecard & KPIs and a revamped performance management system
- Created analytical tools to sift through data warehouses and identified a new pricing model leading to a +8% profit margin
- Overhauled company operating system, including organization redesign, strategic planning, goal deployment and new KPIs

CROSS SECTOR EXPERIENCE

- Able to port best practices across a variety of industries
- Ability to ramp up in any industry or role rapidly to deliver expedited results
- Leverages technology background to facilitate communications and solutions between IT and Operations
- Manufacturing experience – Aerospace, Food, Hydraulics, Glass Fabrication, Technology
- Experience in Healthcare, SaaS, Retail, Telecommunications, Call Centers
- General Management and Divisional leadership

PROFESSIONAL SKILLS

- Business Operating System creation
- Strategic Planning & Goal Alignment
- Balanced Scorecards, OKRs, & KPIs
- Fractional/Interim Senior Leadership
- Project Management
- Change Management – ADKAR, 8 Steps
- Process Improvement & Lean Six Sigma
- Data Mining & Analysis – SQL, BI

CREDENTIALS

BSc – Physics and Computer Science,
Dalhousie University

- Lean Six Sigma Green Belt
- Project Management
- HBS – Strategy Execution
- Member – Canadian Association of Management Consultants
- Member – TechAlliance