

MICHAEL ANDERSON

Durant, OK

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CLIENT SERVICE | SOLUTION CONSULTING | CHANGE MANAGEMENT

Dynamic, accomplished Professional highly regarded for 16+ years of professional achievements and a reputation for delivering exceptional client service and solution consulting. Known for exceptional background in value creation, management, training, and strategic design. Builds and maintains lasting relationships, understanding client needs and fostering organizational alignment through a people-focused approach. Sought exceptional work ethic and the capacity to drive continuous process improvement. Out-of-the-box thinker committed to ensuring expectations are exceeded while providing superior projects surrounding operations, IT, engineering, sales, and finance.

SELECTED HIGHLIGHTS

- ❖ Guided time-constrained consolidation of distribution operations with complete business continuity, organizing a complex move of 650+ truckloads of goods as well as all relevant processes, with a new DC running in <10 weeks.
- ❖ Rescued client company from credit default through full recovery from troubled DC move/WMS implementation, resulting in customer on-time delivery boost of 60% in 2 weeks, and an additional 29%+ to 99.9% within 6 weeks.
- ❖ Called in to rescue a failing DC relocation for a client that had lost product shipping ability, assisting in the rapid buildout of the new DC that was able to start shipping in week one; over three months, expanded capacity 300%.
- ❖ Championed unique strategic plan to reinvigorate a client organization after slow growth, updating CRM, MRP, and ERP; transitioning major product manufacturing to in-house, and more to expand company top line by 100% and EBITDA by 900% while working at Linsalata Capital Partners.
- ❖ Designed a custom plant layout and handled all related procurement for Alenco, guiding up to 80 individuals.

CORE COMPETENCIES

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|--------------------------------------|----------------------------|------------------------------|
| ▪ Solution Consulting | ▪ Financial Planning | ▪ Strategy Development |
| ▪ Needs Assessments | ▪ Relationship Building | ▪ Communication & Reporting |
| ▪ Process Improvement/Engineering | ▪ Capacity Planning | ▪ Leadership & Collaboration |
| ▪ Production/Distribution Scheduling | ▪ Data Analysis & Modeling | ▪ Technology Expertise |

PROFESSIONAL EXPERIENCE

TITLE 2 BUSINESS SERVICES | LAVONIA, GA | 2018 – PRESENT

Senior Partner

Established and oversee a client-dedicated organization, collaborating with a team of pacesetter leaders with a history of success across turnarounds, transformations, and continuous improvement. Employ holistic approach via expert use of tools developed to match specific client requirements. Analyze historic data to produce superior outcomes within strict constraints. Support clients to define their business, ensuring mutual goals are met.

- Rescued client company from credit default through full recovery from troubled DC move and WMS implementation, resulting in customer on-time delivery boost of 60% in 2 weeks, and an additional 29%+ to 99.9% within 6 weeks; cut operating expenses 38% and increased peak season capacity 180%, all while realizing \$300M+ EV in under 12 months, resulting in complete satisfaction and numerous referrals.
- Oversaw time-constrained consolidation of distribution operations with complete business continuity, organizing a complex move of 650+ truckloads of goods as well as all relevant processes, with a new DC running in <10 weeks.
- Called in to rescue a failing DC relocation for a client that had lost product shipping ability, assisting in the rapid buildout of the new DC that was able to start shipping in week one; over three months, expanded capacity 300%.

LINSALATA CAPITAL PARTNERS | CLEVELAND, OH | 2010 – 2017**Partner & Vice President**

Achieved stellar value creation in portfolio companies, in addition to coordinating with deal teams performing due diligence activities and analysis as a subject matter expert. Selected to train business leaders at various levels and took on key interim roles to achieve organizational coordination amongst staffs ranging from 8 to 70.

- Championed unique strategic plan to reinvigorate a client organization after slow growth, updating CRM, MRP, and ERP; transitioning major product manufacturing to in-house, adjusting and refining target market, improved CEO collaboration to meet strategy vision, and more to expand company top line by 100% and EBITDA by 900%.
- Created one-of-a-kind scheduling program to ensure smooth integration of an add-on company, produced a new assembly flow design, and aided with safety audits while under strict deadlines and heavy workload.
- Provided crucial input for a food manufacturing portfolio company, originating a scheduling system, centralizing scheduling, and training the master scheduler, using practices that became company gold standard.
- Aligned with the leadership to redesign the layout and flow of production lines, boosting efficiency across 2 while simultaneously elevating the capacity of the packaging department by 30% with no negative budget impacts.
- Headed full-scale consolidation of 3 separate customer service departments, cutting head-count by 60%, reducing non-value-added activity, and originating a heavily-researched dashboard to better deliver on KPIs.

3 POINT SOLUTIONS LLC | AUSTIN, TX | 2008 – 2010**Founding Member**

Founded consultancy to bring targeted operations expertise to private equity groups, with the company becoming the exclusive source for a \$1B + firm. Developed unique workup strategy that approached diligence work from a throughput/operating expense metric, resulting in greater business value for a wide array of clients.

- Found businesses that matched specific workup strategy, resulting in big performance increases without capital outlay; analyzed optimal capital projects to leverage the new capacity in the business, with impacts of \$100M+.
- Secured top-tier results and exceptional profitability for the company, driving the decision to acquire the talent of Three Point Solutions as direct employees of the PE group or portfolio companies.

PLY GEM HOLDINGS | PHOENIX, AZ | 2004 – 2008**General Manager**

Green fielded the west coast manufacturing facility for Alenco as a trusted resource throughout the organization, including all aspects of staffing and managing the location while handling a budget of \$17M.

- Designed a custom plant layout and handled all related procurement, guiding up to 85 individuals.
- Aligned with key accounts to transition production 3 days ahead of schedule and above expectations.
- Achieved positive cashflow in first year, and enabled \$20M in new revenue during tenure

ALENCO WINDOWS | BRYAN, TX | 2000 – 2004**IT Director Account Service Manager****CAREFREE WINDOWS | PHOENIX, AZ | 1998 – 2000****Plant Manager****ALENCO WINDOWS | BRYAN, TX | 1992 – 1998****Master Scheduler / Process Improvement Team Lead**

EDUCATION

Texas A&M University: *Bachelor of Business Administration Degrees – Management & BANA*

ADDITIONAL CREDENTIALS
TECHNICAL SKILLS

MS Office, MS Project, WMS, ERP
