




# Ethan Davis

A manufacturing business development manager with 10 years of experience increasing sales, optimizing production processes, and forming strategic partnerships with suppliers and distributors.

## CONTACT

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 LinkedIn | Portfolio

 Detroit, MI 48226

## KEY SKILLS

- Supply chain management
- Manufacturing sales strategy
- Process optimization
- Contract negotiations
- Product development

## PROFESSIONAL EXPERIENCE

April 2018 - Present

**Manufacturing Business Development Manager** | Precision Manufacturing Inc. | Detroit, MI

- Negotiated supply chain agreements that reduced production costs by 22% while maintaining high-quality standards
- Secured contracts with automotive and aerospace manufacturers, increasing annual revenue by over \$40 million
- Led new product development initiatives that expanded the company's market share by 30%

June 2014 - April 2018

**Business Development Associate** | Industrial Solutions Group | Detroit, MI

- Identified and pursued new business opportunities, leading to a 25% increase in sales over five years
- Built relationships with key suppliers, improving procurement efficiency and reducing lead times by 15%
- Assisted in the development of lean manufacturing initiatives that improved production output by 20%

## EDUCATION

**Bachelor of Science (B.S.) in Industrial Engineering**

Michigan State University, East Lansing, MI | January 2010 - June 2014

## CERTIFICATIONS

- Lean Six Sigma Green Belt (LSSGB), Six Sigma Institute, February 2016