



Anjali Kerr

Division Vice President

CONTACT INFORMATION

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 Fallon, NV 12345

EDUCATION

- MBA
University of Nevada, Reno
Reno, NV | 2012 – 2014
- BS in Mechanical Engineering
University of Nevada, Reno
Reno, NV | 2008 – 2012

KEY SKILLS

- P&L Management
- Lean Methodologies
- Power BI
- Asana
- Six Sigma
- Acquisition Due Diligence
- Brand Strategy
- Revenue Forecasting
- Multi-Site Operations
- Capital Planning
- KPI Development

ABOUT ME

Manufacturing executive with 12 years of experience managing up to 7 production sites across 4 states and aligning capital priorities with a \$15.3M operating plan. Grew division revenue by 35.7% within 24 months by opening 2 new regional sales channels and repricing 43 SKUs based on quarterly margin analysis. Skilled in P&L management, acquisition due diligence, Power BI, and Six Sigma.

PROFESSIONAL EXPERIENCE

Division Vice President | Truckee Meadow Manufacturing Group, Sparks, NV
2021 – Present

- Grew division revenue by 35.7% within 24 months by opening 2 new regional sales channels and repricing 43 SKUs based on quarterly margin analysis.
- Expanded brand recognition by 35.6% in the Western region, measured by an annual aided-awareness survey, after directing a targeted campaign across 5 trade publications and 3 industry conferences.
- Managed 7 manufacturing sites across 4 states, presenting monthly production and P&L updates to executive management and aligning capital priorities with a \$15.3M operating plan.
- Led acquisition due diligence for a \$9.5M bolt-on purchase, completing financial review and site assessments in 62 days and integrating the facility within 5 months.

Vice President of Operations | Stillwater Basin Industries LLC, Fernley, NV
2017 – 2021

- Increased annual revenue by 35.4% over 3 fiscal years by launching a private-label product line that added \$2.74M in new sales.
- Raised unaided brand recognition from 9 points to 21 points in a biannual dealer survey by redesigning packaging, trade show displays, and distributor co-op programs.
- Oversaw 5 manufacturing sites producing 1,400 units per week, coordinating production schedules across shifts to maintain a fill rate above 97.52%.
- Built a Power BI executive dashboard tracking 11 KPIs, reducing the monthly close reporting cycle from 14 days to 6 days.

Director of Business Development | Carson Range Components Co., Carson City, NV
2014 – 2017

- Drove revenue growth of 35.5% in the first year by securing 8 new supply agreements with component buyers worth a combined \$3.36M annually.
- Lifted brand recognition by 35.3% among target buyers after coordinating a rebranding initiative that included a revised logo, updated sales collateral, and 4 regional launch events.
- Managed 3 manufacturing sites during a facility consolidation, relocating 2 production lines in 74 days with zero lost customer orders.