



## Exceptional Leaders International

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### Steve Keches Senior Advisor



Steve is an accomplished operations executive with a consistent track record of exceeding strategic objectives for revenue growth and profitability. He brings over 30 years of global expertise in Manufacturing & Supply Chain Operations, Strategic Sourcing, Mergers & Acquisitions, Organizational Restructuring, Contract Negotiations, New Product Delivery and Business Process Improvement. He is recognized as a high impact leader with the ability to rapidly identify opportunities and drive operational changes that deliver world-class results.

#### BACKGROUND

Steve has held executive leadership positions in a number of industries, including Aviation & Aerospace, Consumer Products, Chemicals & Coatings, Electronics and Engineering Services. Prior to joining E.L.I., he served as President and CEO for Berkshire Manufacturing Products, a mid-market, privately held contract manufacturer supplying components to the aerospace industry, where he secured long term agreements to supply components on next generation engine platforms, expanded capacity, and facilitated a sale process resulting in an acquisition by a strategic buyer. Under Steve's leadership the backlog grew by 113% and new product introductions exceeded 90% for on-time delivery.

As Vice President of Operations at Alene Candles, a privately held, mid-market consumer products company, Steve was responsible for manufacturing, quality, purchasing, logistics and new product introduction. He expanded capacity 40% and improved plant efficiency by 20% in 18 months through selective automation and application of Lean Six Sigma practices.

At Radia International, a global workforce solutions company, Steve was hired as a Business Process Improvement Consultant, where he developed and launched an Engineering and Manufacturing Services business.

Steve held a number of operational leadership positions at Polaroid Corporation. As Vice President of Manufacturing he was responsible for supply chain operations in the US, Mexico, Scotland, the Netherlands, and China. He led global restructuring efforts to consolidate operations, resulting in \$45MM in annual cost savings. As Vice President of Procurement he delivered \$15MM in price reductions through competitive bidding, supplier consolidations and aggregation of demand.

Steve holds an MBA from Babson College and a BS in Mechanical Engineering from Tufts University. He is a trained coach for Babson's Coaching for Leadership and Teamwork Program.

#### OUTSIDE THE OFFICE

Steve enjoys spending time with his family and friends. He is an avid cyclist, enjoys playing the guitar, and serves as a volunteer consultant with ESC of New England, an organization that advises non-profits on strategy and performance.

#### CONTACT

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