



GANG LIU

|Passionate Senior Cross-functional Manufacturing Operation Leader in Plant Management, Supplier Quality Development, Supply Chain Management, Sourcing & Contractor Manufacturing Across

North America and Asia with Executive Mindset| Blended Manufacturing Operation with Commercial Exposure|

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PROFESSIONAL SUMMARY

20+ years of significant operations expertise and people leadership in leading manufacturing operation environments across different industries within the United States, Canada, and China in field of mechanical power transmission, electronics/interactive flat panel, oil and food. Highly accomplished operations management leader adept at building solid relationships across various organizational levels with internal team members/partners, vendors, suppliers, product development and clients to achieve successful outcomes; Results driven, and customer focused; Visionary to implement processes and procedures that reduce costs, improve customer service, optimise working capital and drive operational excellence in multiple industries along with growing sales revenue and profits. Currently works as senior supply program manager at Smart Technologies in Calgary, Alberta, Canada.

SYSTEMS

- SAP/ERP/MRP
- Business Process Re-engineering
- SI&OP
- Advancement Quality management
- ISO/TS16949/PPAP/APQP
- HACCP in FMCG
- Lean manufacturing system
- Full legal entity P&L
- New product introduction and phase out
- GMP
- Supply ecosystem/collaboration

SKILLS

- Total Cost Ownership
- 6Sigma Green/Yellow Belt/Kaizen Champion
- Certified Lean Manufacturing Deployment
- Lean Manufacturing Transformation
- Executive leadership
- Emotional Intelligence/Living the moment.
- Learning & Adaption
- Situational leadership
- Strategic thinking
- Systematic thinking
- Understand culture and diversity.
- Collaboration
- Result oriented.
- People and talent development
- Change management.
- Project management
- Contract management

COMPETENCIES

- Supply Chain Design/Optimization
- Sourcing/commodity Strategy
- Business commercialization and upscaling
- Knowledge-based cost reduction and pricing negotiation
- Supplier and customer relationship management
- Tough decision making
- Lean problem-solving methodology.
- Business transformation
- Strategic planning/Hoshin plan
- Greenfield footprint build and relocation
- Manage matrix organization.
- Organizational capability improvement
- CM/ODM/JDM management
- Go To Market

ACHIEVEMENTS

- **1st manufacturing facility won Global Quality Award in Asia 4 out of 5 years in a row (The Timken Company).**
- **1st manufacturing facility certified as Lean Plant in China (The Timken Company)**
- **Rewarded as “Rate A” supplier by Shanghai Volkswagen and Shanghai General Motors company in quality and delivery excellence (The Timken Company)**



- Achieved zero lost time accidents (LTA) out of three years recognized as EHS model factory (The Timken Company)
- Diversify new business and new market for both domestic and international market with new product portfolio (The Timken Company)
- Transform manufacture facility from manufactured-oriented to customer centric world class manufacturing facility (The Timken Company)
- Significantly improve customer service and working capital in terms of lead time, on time delivery and inventory management & flexibility (The Timken Company)
- Lower manufacturing breakeven point by 40% via restructuring fixed cost (The Timken Company)
- Green manufacturing footprint set up and operation foundation deployment (The Timken Company)
- Acts as a talent pool to export multiple functional leadership to expand manufacture footprints in China(The Timken company)
- Reduced product COGS by 20% in one of major product line in 18 months since product phase in (Smart Technologies ULC)
- Achieved product cost reduction by \$12M/10% plus of product COGS in FY2022 and perform as top cost reduction driver for 3 years in a row since 2020 (Smart technologies ULC)
- Collaborate with key vendor and sales force to grow and commercialize one of new product line from initial \$35M to \$200M in 3.5 years by 2021 (Smart Technologies ULC)
- Won quarter presidential award, best employee in operation and spot award for excellent contribution in cost reduction and new product phase in 3 years in a row by FY2022 (Smart Technologies ULC)
- Support sales team win sales of \$28M in sole tender bidding in FY2023 (Smart technologies ULC)
- Direct contribution \$7M of \$14M cost reduction to corporate financial performance in FY2023 (Smart Technologies ULC)
- Direct contribution \$11.4M of \$11.6M cost reduction to improve corporate financial performance and working capital/FG inventory reduction in FY2024 (Smart Technologies ULC)
- Establish brand new supply base to enable product and emerging market growth in FY2025 (Smart Technologies ULC)
- Mitigate trade tariff with developing new supply network and formalize process and framework in FY2025 (Smart Technologies ULC)

WORK EXPERIENCE

Smart Technologies ULC is Calgary-based Canadian leading provider of hardware and software solution to educator and enterprise worldwide by design, branding, marketing and selling interactive display panel and software product as well as service.

Senior Supplier Program Manager, Smart Technologies ULC (January 2024 to present)

- Expand current responsibility to manage supply cost management team.
- Develop supply and business solution to support strategic business growth and trade tariff mitigation
- Participate Go-To-Market initiative in a cross-functional team with sales, marketing and product management
- Business development through partnership, product and new geographic growth

Supplier Program Manager, Smart Technologies ULC (January 2018 – December 2023)

- Oversee global contract manufacturer (CM, ODM and JDM) in operation excellence & commercial success via collaboration, supplier development and product supply end to end lifetime management
- Interface with key vendor and manage commercial areas in pricing negotiation, cost reduction, business solution and supply resilience build as well as market and competition intelligence
- Participate business development, tender bidding, product roadmap and Go-To-Market by collaborating with selected key vendor and internal cross-functional teams inclusive of product management, product design, sales, tax and finance

Volunteer and student, University of Calgary Swimming Club (March 2016 – December 2017)

Coordinate swimming team on logistics and ticketing selling for funding while in pursuit of economics program study at University of Calgary

Various roles of increasing manufacturing operation leadership positions, The Timken Company (February 2006 – February 2016)

The Timken Company is US-based leading engineering bearing and industrial motion product and service manufacturer worldwide.



- General manager of global supplier quality development (July 2015 – February 2016), Wuxi, China

➤ Report directly to VP, global quality. Take global responsibilities on supplier quality development strategy and organization, support global and regional sourcing strategy.

Lead global supplier CI program to protect company brand promise and meet quality expectation consistently.

- Purchase manager of new product introduction (June 2014 – July 2015), Canton, Ohio, USA
 - Report directly to VP, global procurement. Manage and develop global and regional commodity strategy for new business growth on new product & new geography.
- General manager of supply chain continuous improvement (May 2013 – June 2014), Canton, Ohio, USA
 - Global responsibility on both manufacture facility and distribution centre via business process improvement and high visible projects on customer service & working capital improvement.
- General manager at Yantai plant (August 2008 – May 2013), Yantai, China
 - Oversee two factories inclusive of bearing and tooling & precision gauging lab with full P&L
- Plant manager at Wuxi Liyuan Automotive plant (August 2007 – August 2008), Wuxi, China
 - Manage manufacturing facility with full P&L in operation excellence and sales performance.
- Lean Champion & Manufacturing Advancement Manager at Wuxi Industrial plant (February 2006 – August 2007), Wuxi, China
 - New factory & green manufacture footprint set up and operation foundation deployment from project stage to MP stage & initial lean and 6sigma introduction and establishment.

Production manager, JV of Exxon Mobil (China) and Ball (Asia) (May 2005 – January 2006), Tianjin, China

- Oversee operation (production, equipment, process, mechanical & electrical maintenance and quality)

In pursuit of MBA study in the UK (February 2003 – January 2005), Leicester, Leicestershire, UK

Senior production supervisor, Kraft Foods (Guangzhou) Co., Ltd (September 2001 – October 2002), Guangzhou, China

Production supervisor, Perfetti Van Melle Confectionery Shenzhen) China Co., Ltd (April 2000 – September 2001), Shenzhen, China

EDUCATION & QUALIFICATIONS & TRAINING

Master of Business Administration, De Montfort university (9/2003 to 11/2004), Leicester, UK

Bachelor of Arts (Economics), University of Calgary (9/2016 to 12/2020), Calgary, Canada

Bachelor's (Economic Management), South China Normal University (12/1999 to 6/2002), Guangzhou, China

Undergraduate diploma (Industrial Management Engineering), Inner Mongolia University of Science and Technology (9/1994 to 7/1997), Baotou, China

Management fundamentals (Perfetti Van Melle Confectionary Co., Ltd) (1999)

GMP (Perfetti Van Melle Confectionary Co., Ltd) (1999)

HACCP (Kraft Foods) (2002)

Bearing manufacturing and technical fundamentals (The Timken Company) (2006)

Certified 6Sigma Yellow and Green Belt & Kaizen champion (The Timken Company) (2007)

Train the Trainer (The Timken Company) (2007)

Manufacturing Academy (The Timken Company) (2007)

TS16949/APQP/PPAP/FEMA certification (TUV Rheinland company) (2007)

SAP (The Timken Company) (2009)

Executive Leadership Program (The Timken Company) (2010)

Executive leadership coaching (The Future Leaders) (2010)

Lean fundamental for operation leadership (The Timken Company) (2011)

Pilot Leadership Development for Senior Leaders (The Timken Company and The Creative Center) (2012)

Tooling and Precision Gauging Lab training (The Timken Company) (2012)

Anti-Friction management & metallurgy (The Timken Company) (2013)

Sales management mentorship program (Smart Technologies ULC) (2022)

REFERENCES

Terry Clausen, VP-Operation, Smart Technologies ULC, terryclausen@smarttech.com +1 403.407.4940

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