



Peter R. D'lima

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Objective

To obtain a challenging program management position that will promote continued professional growth and provide leadership opportunities.

Strengths

- Ability to plan, direct, and manage programs to ensure flawless launches both commercially and at the production level.
- Ensure that objectives are accomplished in accordance with outlined priorities determined at the onset of programs.
- Coordinate the successful and simultaneous development of multiple programs.
- Leadership in developing customer relationships.
- Ability to prepare and review project status reports and milestones during each operational phase.
- Professional attitude, innovative, quick thinking, and good problem solver.
- Advanced customer interaction skills developing close commercial and engineering relationships.
- Self-starter with effective organizational and communication skills.
- Effective leadership attitude motivating personnel and a team player.

Education

M.Sc. in Mechanical Engineering, 1994
University Of Dayton, Dayton, Ohio

B.Sc. in Mechanical Engineering, 1992
University Of Dayton, Dayton, Ohio

Experience

Witzenmann- USA (Flex Coupling and EGR/Oil Drain Supplier)
Account Manager- Ford, FCA, GM Programs.

Troy, MI
2012 – Present

- Manage annual sales of \$20,000,000.
- Responsible for securing \$10,000,000 in new business in last 5 yrs.
- Managed and implemented \$3,000,000 in VAVE savings for Ford.
- Manage, develop and maintain close relationships with Tier 1 and OEM in the automotive exhaust industry in both the USA and Mexican markets.
- Develop commercial strategies for each individual customer and continually work on expanding the customer base to meet corporate growth requirements.
- Secure new business with new customers and grow business with existing customers to increase company market share in flex coupling and egr/oil drain tube applications.
- Set up annual technical workshops with global and local teams to showcase company engineering capabilities and value add advantages over competitors.
- Pursue and secure new business leads through strong relationships with the customer base with both engineering and purchasing departments.
- Participate and implement in cost saving initiatives so as to meet customer annual productivity and giveback requirements.
- Prepare quarterly sales reports for executive management.

Experience

CMAI Industries Program Manager

**Plymouth, MI
2006 – 2012**

- Manage cast iron programs for the automotive and wind energy industries with manufacturing locations in China and Taiwan. Programs include exhaust manifolds, inlet pipes, and windmill components.
- Launched a combined annual volume of one million GM 3.9L and I4/15 exhaust manifolds from a green field location in China.
- Conduct technical reviews during the sourcing process of programs.
- Responsible for initiating and running the APQP process and managing program timelines/ milestones from the prototype phase through the launch of a program.
- Manage engineering changes and resultant program cost impact.
- Control program communication between Asian manufacturing plants and the North American customer base.
- Participate in cost saving initiatives on the plant level at our Asian facilities.
- Plan, coordinate, and participate in offshore supplier evaluations prior to sourcing to determine feasibility from an engineering/manufacturing/quality perspective.
- Prepare monthly status reports for executive management.
Interface with customers for optimum product design and manufacturing quaPage 2

Benteler Automotive Program Manager/Product Engineer

**Auburn Hills, MI
2001 – 2006**

- Responsible for capital appropriation, supplier selection, and program launches.
- Report monthly program financials and status to executive management.
- Interface between the customer (GM) and company plants.
- Initiate and facilitate APQP meetings for new programs.
- Launch programs and maintain them through their life.
- Liaison between the customers (GM, Daimler-Chrysler, and Ford) and Benteler manufacturing plants.
- Interact and develop relationships with customers to acquire new business.
- Identify and implement continuous improvement and scrap reduction initiatives.

Hayes Lemmerz International Product Engineer, Powertrain Business Unit

**Ferndale, MI
2000 – 2001**

- Perform design reviews for both cast iron exhaust manifolds and aluminum intake manifolds for GM, Ford, and Chrysler.
- Participate in quality teams at customer and manufacturing plant locations.
- Interface with customers for optimum tooling design and product quality.
- Perform benchmark studies and evaluations on best of class intake manifolds.

- Lead in product/process development from concept to mass production for aluminum intake manifolds.
- Interface with customers for optimum tooling design and product quality.
- Participate in quality teams at customer and manufacturing plant locations.
- Evaluate production defects and implement continuous improvement ideas.
- Implement scrap reduction initiatives and manufacturing process improvements.
- Develop SOPs and implement QS-9000 systems and certification.

Computer Skills

Proficient in Microsoft Access, Excel, PowerPoint, Project, and Word; SAP; GroupWise; and Adobe Acrobat.

Hobbies

Cycling, fishing, travelling and volunteering.