

## **Michael Ksiazek** **Vice President & General Manager, Operations**



Michael Ksiazek is a senior operations executive with a proven track record of motivating and leading teams in the achievement of operational excellence, improved profitability and sustainable long-term results. He creates lean processes and mindsets to be competitive in cost, quality, flexibility and delivery. Mike is a strategic decision maker with hands-on execution experience in global manufacturing, distribution/logistics, sourcing, demand and supply planning, new product development, technical service, acquisition integration and restructuring.

Mike has traveled throughout the world managing factories, developing new suppliers, launching innovative products, optimizing the supply chain while ensuring high levels of customer service. His product management experience spans the gap from high-volume low-cost consumer packaged goods to low-volume capital/industrial equipment costing more than \$100,000.

Most recently, as the VP/GM Operations at Carlisle FoodService Products, he developed and executed a three year global operations strategy focused on delivering “the right product in the right place at the right cost”. His teams relocated and expanded their Mexico factory, expanded the manufacturing and distribution in China, consolidated two domestic factories, closed four raw material warehouses and one distribution center, outsourced uncompetitive offerings and secured board approval for a \$4M capital expansion. During this strategic repositioning, a lean continuous improvement program was implemented generating more than \$10M of sustainable savings and a 46% improvement in productivity.

Mike’s strong engineering background and operations knowledge makes him an effective leader in the sourcing and procurement of raw materials and finished goods and development of innovative new products. His focus on win-win relationships and partnering with suppliers has been successful in bringing millions of dollars of savings to the bottom line and in achieving large reductions in inventory. He has launched thousands of new products throughout his career that have been successful in capturing additional market share and double digit sales growth.

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*“Michael is a savvy operations executive whose vision for managing change is certainly world class. His exceptional ability to lead teams, facilitate collaboration among culturally diverse members and drive results is well regarded. I enjoyed working with Michael on innovating change.”*  
*William Lam, Principal, Atar Group*

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Mike is experienced in growing and developing organizations and integrating acquisitions in the retail Consumer Packaged Goods, FoodService and Industrial Channels. He has held roles of increasing responsibility in Operations, Supply Chain, Sourcing, Management Consulting and Engineering. He holds a Bachelor’s Degree in Mechanical Engineering from Northwestern University.

**Find out more about Mike at [www.linkedin.com/in/michaelksiazek](http://www.linkedin.com/in/michaelksiazek)  
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