

David Martin

Senior Interim Director at IOR Network for Talents
dmartin@ior.es



Summary:

My Passion is Technology and Automotive Industry.

Practical leader possessing wide experiences in management consulting, M&A, joint ventures, the development and execution of effective business strategies, project management, and knowledge transfer.

Confirmed capacity for selecting and building effective management teams and leading these teams in the rapid financial and operational growth and profitability of organization.

I have been recently involved in several interim projects at the highest levels of management both short and long term. These assignments include international operations like LATAM, Europe, North America and APAC.

Experience

Senior Interim Director at IOR Consulting - March 2016 - Present

Autonomous management of an industrial site combined with responsibility for strategy and process to drive operational improvement across a five international manufacturing site in Europe, Africa and LATAM.

Led multi project lean manufacturing program across production and internal logistics. The gain reached USD

400k annualized savings . Use of lean methods to reduce, time, overhead , waste and cost.

Circa 300 staff reporting. >400 staff on site

Aerospace and automotive Manufacturing – 3 / 5 Axis CNC Machining, NDT, assembly , stamping ,painting, welding

Customers Include – Safran, Nissan, Alstom, Airbus, Boeing, GE, Alstom,

Vice President at IKKONA - January 2008 - Present

Having spent over twenty years in my career as a committed business leader with experience gained in a large range of high profile organizations, I was able to build exceptional teams in international organization and create an environment where people can excel.

So I decided that I wanted to set up my own recruitment consultancy business and put my experience at the service to candidates and clients.

International global developments demand global staffing solutions and international network. Thanks to its global position and alliance with international partners, IKKONA can extend your recruiting horizons far beyond your traditional boundaries.



Director Strategy and Business Development at IBM - January 2004 - April 2008

(4 years 4 months)

Business Development for Federal BT Sales - Department of Defense, Automotive, Department of Homeland Securities, and Department of Energy.

Business Strategy and Development.

Director, PDM Global Sales, Business Strategy and Development.

Directs the Industrial Services vertical of PDM for the APCA with direct and indirect consulting professionals. Responsible for vertical P&L, business development and contract management.

Senior Project Manager at Continental April 1999 - April 2004

(5 years 1 month)

- Define Systems and SW architecture (Autosar architecture)
- Lead the Systems and Software activities to develop a Diesel Injection ECU for truck and bus manufacturer
- Project development (Europe and NAFTA and APAC)
- Multi-site project development across Europe and China
- Quotation, Planning and Resource definition
- Customer interface for electronics department
- Staffing , performance reviews, training and mentoring of engineers
- Training of a Romanian development engineering team (coaching and mentoring 25 people)
- Development and introduction of new technology and processes (auto-coding, automated testing)

Senior Consultant at Ford Motor Company - January 1995 - January 1999

(4 years 1 month)

International Marketing & Design

Product Development, Design and Marketing Consultant

Education

Institut national des Sciences appliquées de Lyon - 1987 - 1990

Engineer's degree, Mechanical Engineering,

Activities and Societies: Tennis, Golf, Opera