

# VLADAN MISKOVIC

182 Via Veracruz  
Jupiter FL 33458  
561-635-3870 (cell)  
[vladan.miskovic@my.trident.edu](mailto:vladan.miskovic@my.trident.edu)

## EXECUTIVE PROFILE

I am an industry proven leader in the field of P&L Management, Operational Excellence, Global Business Development, Strategy Planning, Company integration/optimization, Multi Site leadership, and M&A Execution. My strong financial acumen has helped drive successful results in top and bottom-line growth. One of my key skills is successful Team and Process building to drive winning culture in an organization. A corporate professional with 27 years of Aerospace & Defense, 17 years of P&L, 8 years of Medical products, 19 years of Private Equity, and 15 years of BOD experience and reporting to CEOs. More detail at: <http://vladanmiskovic.com/index.php>

## PROFESSIONAL EXPERIENCE

### *PSM a Hanwha company*

**Executive, Corporate Development** – Jupiter, FL

*(05/2024 – present)*

Leading Hanwha's Aerospace Aftermarket Strategy creation to develop a \$2billion+ enterprise to include engine MRO, Repairs, Asset Management, and Material Solutions. Driving strategy planning with multiple teams (Finance, supply chain, HR and Operations) across various Hanwha organizations (HPS, Aerospace, Aviation and Strategy Team #2). Additionally, leading efforts for M&A strategy for the \$350M IGT business.

#### **Results:**

- The strategic plan was created in less than 2 months with a full financial model along with investment thesis to support organic and M&A growth
- The plan was approved by Top executive management for execution in July 2024 (Repairs and Materials)
- PSM Team was awarded MRO and Asset Management in October 2024

### **GLOBAL NEEDS LLC**

*Consulting businesses on value creation by focusing on data driven processes, growth mindset, and 4Ps (People, Productivity, New Profitable business, and Pricing)*

**Founder and CEO** – Jupiter FL

*(06/2023-Present)*

CAIO (Chief AI Officer) is a cutting edge AI technology provider which connects traditional expertise in business management with AI based tools. Inherently creating immediate value thru three distinct verticals: Processes, People and Partnerships.

Business Playbook creator: <https://globalneedsllc.com/home> and <https://businessplaybookbot.com/>

Fractional CEO: 5 contract manufacturing companies.

Clients: Private Equity, Investment banking, corporate executives, GLG Inc., Guidepoint, Alpha Sights, and Third Bridge.

Markets: Medical Products, Industrial, Aerospace and Defense, Semi conductors.

Expertise: Buy/Sell Due diligence, Sales Strategy, Operational excellence, OEM dynamics, Value creation tools, Technology investments, Manufacturing optimization, Proposal development, Value based pricing and competitive landscape.

### **TURBOPOWER**

*Top MRO and FAA repair provider for T56 and PT6 engines. Engines, APU and accessories assembly, repair, machining, fabrication, testing and 8130 tag certifications. \$40M business with 105 employees. Owned by Battle Investment Group.*

**President & Chief Executive Officer** – Miami, FL

*(06/2021 – 06/2023)*

Leading Turbopower team and platform with focus on organic growth, and M&A strategy thru Operational Excellence. Responsible for creating a high-performance team, full P&L, sales growth playbook, synergetic M&A and process driven operation.

Turbopower is a provider of maintenance, repair and overhaul (MRO) services for gas turbine engines, auxiliary power units and component part repairs to military and commercial customers worldwide. The Company holds numerous quality and customer certifications, including FAA Part 145 repair station and Rolls-Royce Authorized Maintenance Center certification. Turbopower operates out of a state-of-the-art 110,000 square foot facility with on-site engine test cells supporting T56 and PT6 engines.

#### **Results:**

- Accomplished more than 55% in LTM revenue since July 2021
- Achieved over 50% LTM EBITDA growth in Q3 2022
- Team won \$30.4M in less than 6 months while increasing the backlog by 8%
- Reduced overall engine MRO TAT from 165 days down to 98 days by implementing Operational Excellence principles thru visual shop and automation
- Developed 4 Repairs for structural components leading to 10 day TAT and 15% cost reduction
- Successfully launched SQDIP culture, Recertified T56 and PT6 test stands by FAA, completed AS9110 certification, and renewed Rolls Royce AMC 10 year agreement
- Created Asset Management (modular exchange pool) for PT6 engines, resulting in TAT reduction of 10 days
- Instituted team culture: all hands meetings, benefits enhancement, bonus structure, monthly food truck for meeting metrics, finder's and sign on bonus, resulted in 23% employee base growth and reduce employee attrition to 3%

## **TECOMET**

**(06/2016 – 05/2020)**

*Top Orthopedic and A&D contract manufacturer. Forgings, castings, precision machining. Implants, Instruments, Cases, Assemblies. \$600M in Revenue, 17 sites, 2,900 employees in North Americas, Europe, Malaysia. Owned by Charlesbank.*

### **Executive Vice President, Product Management – Woburn, MA**

**(12/2018 – 05/2020)**

Leading Tecomet's product management thru P&L ownership of \$600M business across 17 global Sites. Product Management is a strategic and business-oriented process focused on increasing company's long-term value. Organization consists of 30 direct and indirect team members: Product Managers, Innovation/R&D, Program Management and Proposal Development teams with matrixed reporting by all Site Leaders in the organization of 2,900 employees. Supporting top medical device and A&D customers such as DePuy, Stryker, Zimmer Biomet, Medtronic, Smith & Nephew, Intuitive Surgical, Parker Aerospace, Woodward, GKN etc. Working closely with company's executive leadership in Sales, Operations, Quality and Finance and monthly interaction with the BOD; reporting to CEO.

#### **Results:**

- In 2019 helped deliver \$35M (or 6%) Revenue growth by building a Product Management team, and leading execution on NPI and program management
- In 2019 led delivery of \$14M (or 12%) EBITDA growth by executing product and market strategy, actively managing product P&L, and revamping the proposal management process via BET model
- Drove \$5M product price increase via active P&L management of product and implementing "80/20" methodology to all customer and product portfolios
- Delivered monthly product P&L metrics and accountability for the entire organization by instituting 6 businesses (Implants, Instruments, Advanced Surgical, Aerospace & Defense, Etch and Cases), 35 overall product families and dedicated team of Product Managers to manage monthly P&L performance
- Successfully launched a \$200M growth plan over 5 years by implementing a 7-initiative strategic plan across the entire business within 2 months
- Helped drive OPEX reduction by \$3M (or 6%) by implementing product transfers, driving multi-site mixed model costing, setting product continues improvement plans, and managed implementation of latest CAPEX technology

### **Executive Vice President, Aerospace and Defense –Riviera Beach FL**

**(06/2016 – 12/2018)**

Leading a \$70M Aerospace and Defense division of Tecomet with full P&L responsibility, focusing on delivery and quality excellence across 6 global sites. Accountable for organic and M&A growth planned at 10% CAGR over 3 years. Created and executed 5-year Growth plan and Strategy with full A&D market analysis and valuation creation go-to plan. Strategic focus on product, process, and program with developed business strategies for each key Account. Reporting to CEO.

#### **Results:**

- 2016-2019 Revenue growth was \$30M (or 12% CAGR) in 3 years by designing and implementing Team structure to scale the business from \$50M to \$250M and executing 3P+V<sup>2</sup> Strategy
- Over 3 years gross margin improved from 24% to 35% by executing Value Creation culture, and enhanced Proposal Development process
- Improved the entire business' profitability by 2% by implementing SKU margin reports and SFDC management
- Won \$80M contract at 33% gross margin for 7-year period by driving strategic relationship and Best Value Region internal site solution
- Successfully completed Tecomet's 2017 sale process valued around \$1.3Billion via Management presentations, due diligence, and direct interaction with top 10 potential buyers (Private Equity)
- Successfully drove inorganic growth strategy by developing M&A funnel and system for all Tecomet to include review of 50 M&A assets over 3 years, due diligence, target valuation, and deal negotiations for 4 assets
- Helped grow and augment overall Team by 270 (10%) employees by driving public relations and talent attainment with Harvard and local Florida colleges.

## **PARADIGM PRECISION**

**(02/2005 – 06/2016)**

*Top A&D contract manufacturer. Complex fabrications, precision machining, MRO. Combustors, Cases, Seals, Turbines, Compressors. \$500M in Revenue, 12 sites, 2,200 employees in North Americas, Europe, Africa. Owned by Carlyle.*

**Director, Sales North America –Stuart FL**

(08/2011 – 06/2016)

Leading Sales Team efforts for Americas which consisted of 8 global locations and combined revenue of \$390 Million annually for OEM and MRO businesses. The main responsibility is to delight the existing Customers and grow the current \$475M sales in strategic manner by working closely with Site Leaders. Responsible for 15 Sales Leaders located globally. The Product responsibility included the following Aircraft Engine models: GENx, GE90-115B, CFM56, LEAP, F135, F100, PW600, PW1000 Series, RR300, Trent XWB, Trent 1000, Frame 6, 7, 9, etc. The key customer relationships: US Government, General Electric, Rolls-Royce Corporation (US and UK), United Technology Corporation (Pratt & Whitney, P&W Canada), MHI, GKN, IHI, ITP, GE Power, MTU and Siemens. Reporting to CEO and VP of Sales and Marketing.

**Results:**

- Achieved targeted CAGR of 7% in 2013 and 7.5% in 2014 by implementing Sales strategy and Value creation culture across matrixed teams
- Achieved largest proposal win of \$270M (10 years) by leading Cash flow, cost modeling, and proposal pricing
- Total Proposals won in 2015 was at \$384M at 59%-win rate by implementing SFDC process, team structure and robust negotiation and contract reviews
- Helped create Corporate 5-year Plan and Repair Strategy by utilizing Market intelligence and analysis tools
- Achieved top 3 strategic supplier rating from customers by creating elaborate Competitive landscape analysis along with Corporate report for Fabrications and Machining, thus enabling competitive advantage execution and growth

**Business Unit Director – Stuart, FL**

(04/2007 – 08/2011)

Leading and managing a highly technical Profit & Loss business unit center with \$50M/year in sales at 22% EBITDA. Team consists of 18 direct (engineers, supervisors, planners, quality, finance) and 184 indirect (hourly associates) employees. The product line includes General Electric combustor liners, Pratt & Whitney augmentor module components, Rolls Royce combustors, US Government F100 Flameholders, GE/CFAN Titanium fan blade components, and MRO products. Main responsibilities are focused on leading the team to successful on-time deliveries while maintaining quality assurance and growing profits, in highly challenging manufacturing/engineering environment. Reporting to Vice President of Operations and CEO.

**Results:**

- Achieved average 96% OTD for 2008-2011 by creating robust visual boards and daily Gemba walks
- Maintained inventory at 6 Turns by weekly inventory review and MRB reduction
- Achieved 10% CAGR in Revenue by successfully managing NPI with minimum of 10 projects
- Improved overall business unit profitability from 15% to 22% by weekly management and improvement of worse performing products
- Helped quality team achieve 98% Quality rating by successfully implementing FTY and 6 Sigma methodology
- Supported entire business' execution by Special Process responsibilities: Acid line, Press department and Airflow
- Led weekly Supply chain management via OTD, cost and quality management thru purchasing organization.

**Program/Product Manager – Stuart, FL**

(02/2005 - 04/2007)

Tasked with project management for the General Electric combustor product line \$22M/yr in sales (GE90-94B, GE90-115B, GP7200, CFM56, GE90-94B PEC, F110, CF34-10) and many NPIs. Responsibilities include engineering support, manufacturing support, lean manufacturing implementation, creation of robust manufacturing processes, program and delivery management, product management, and incorporation of design changes. Supervised 6 engineers. Reporting to Vice President of Engineering and CEO.

**Results:**

- Achieved 20% cost reduction by setting up continuous improvement processes and weekly product profit review
- Improved quality from 80% to 93% by completing 7 Six Sigma projects
- Improved quality by reducing scrap 10% and rework by 30%
- Improved OTD on combustor liners from 81% to 94% by instituting shop floor leads and visual daily management
- Launched 17 New product introductions (NPI) by developing a robust NPI process and monthly reporting process

**PRATT & WHITNEY**

(01/1997 – 02/2005)

*Pratt & Whitney is a world leader in the design, manufacture and service of aircraft engines and auxiliary power units. \$21B in Revenue, 39,000 employees across 160 different countries. Public Company.*

**Sr. Project Engineer – San Antonio Engine Center - San Antonio, TX**

(03/2003 – 02/2005)

Member of CIPT (Component integrated product team) for F100 (-229/-220) MRO and other operational military engines. Field support for the entire turbine section of the engine. Duties include: field investigations, customer support, hardware trending for quality and durability purposes, and analytical component inspections (ACI) required by P&W or customer.

Constant interaction with mechanics, engineering, customer support personnel and upper management. Main customers were US Air Force and US Government (within Tinker AFB).

**Repair Development Manager** – San Antonio Item Repair - San Antonio, TX (07/2001 – 03/2003)

Project management and repair development of about 30 new products as part of future business expansion. Main duties include: repair development, schedule control, project implementation, resource and budget allocation management. Component repair development for JT8D, JT9D, F100, V2500 and PW4000 engines under FAA-SFAR36 authority. Direct interaction with customers, handling of customer-specific pricing/bidding and creation of long term agreements. Part of EH&S council, Process risk analysis chairman. Managing Third Party Logistics Negotiated Contract worth \$3M over 3-year period, end result savings of over \$600K per year.

**Production Supervisor** - Rotating parts and Military Cases MRO - East Hartford, CT (01/2001 – 07/2001)

Leading a team of 22 Union employees, delivering \$2.5M/month in revenue at 18 days TAT or better. Constant interactions and planning with engineering and upper management. Management of employees, product quality, turn time, cost reduction, inventory monitoring/reduction and customer satisfaction. In charge of employee performance evaluations and individual development plans. Product line consisted of F100-229 and -220 combustor casings and PW4000 fan casings.

**Project Leader** - Turbine Module Center, North Haven, CT (08/1998 – 01/2001)

Project management of all 2<sup>nd</sup> commercial turbine blades (15 different products). Managing constant connection between engineering and manufacturing. Active support to Product Center, Component IPT (Integrated Product Team) and Management IPT. Key player for PW4000 94"/100" new 2<sup>nd</sup> blade implementation (Vendor transition). Cost Reduction IPT Leader: casting cost, one piece flow, machines and processes optimization, overall circa 27% cost reduction.

**Design Engineer** - Turbine Module Center, North Haven, CT. (01/1997-08/1998)

PW4168 2<sup>nd</sup> Blade – Durability analysis (stress corrosion cracking investigation and failure analysis). High Speed Civil Transport 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup> turbine blades. Created Flow Solver spreadsheet as a part of process improvement.

**EDUCATION**

MS in Advanced Management Studies (PhD Candidate), Trident/Touro University- 2007

MBA, Rensselaer Polytechnic Institute - 2001

BS in Mechanical Engineering, Rensselaer Polytechnic Institute - 1998

**Training:** GE Certified Six Sigma Black Belt, Pratt and Whitney ACE Training certified, ANSYS, MIT's gas turbine engine performance, Pratt & Whitney's Achieving Competitive Excellence (ACE) and 2-year AEDP (aftermarket engineer development program) certificates

**RELATED SKILLS**

*Software:* Microsoft Office (all applications), Syteline MRP, SalesForce.com, Devensoft M&A,

*Special Skills:* Operational expertise in Sheet Metal fabrication, NC turning and milling, Punch Press, Braze, EB Weld, Resistance Weld, Tig Weld, NDT, airflow, EDM and Laser (cutting and drilling), Vacuum Heat Treat, Hot Press forming, forgings, castings Thermal Barrier Coating and Acid Cleaning. Materials: INCO718, INCO625, HAST-X, HS188, HS230, Titanium.

**LANGUAGES**

Fluent in Serbian, Croatian and Bosnian. Conversational Spanish.

**EXTRACURRICULAR ACTIVITIES**

Sports: Tennis (NTPR rating 4.5) and Golf

Gourmet cooking and Travel

Sigma Alpha Epsilon fraternity

Entrepreneur (wine import, furniture retail, and robot assistant for businesses) thru Global Needs LLC.

**References:**

John Flannery (ex-CEO General Electric, Managing Director Charlesbank)

Mark Kemp (CEO EPTAM and ex-CEO Tecomet, ex-President Medical Division Flextronics)

Scott Kirkendall (Blue Sea Capital, Partner)

David Golde (Genstar Capital, Managing Partner)

Leslie Peters (COO Hemotek, ex EVP Sales Paradigm Precision)

Frank Finelli (Carlyle Group, Managing Director)

Peter Nicholas (BOD member Turbopower)