

Jonathon 'Kyl' Wood

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Results-driven operations management professional with 10+ years of experience in optimizing processes, enhancing productivity, and maximizing profits. Proven ability to leverage data-driven insights, lead cross-functional teams, and implement innovative solutions to drive business growth and sustainability. Eager to apply expertise in operations, production, manufacturing, and supply chain to support excellence across the technology and manufacturing sectors.

- **Strong communicator and natural problem-solver** who breaks down big-picture issues into bite-size challenges, leaning on data-driven insights to inform decision making. Excels on cross functional teams and as an individual contributor.
- **Brings an entrepreneurial drive** to support leadership teams and stakeholders in meeting key goals. Collaborate with personnel at all levels to meet all project, resource, and operational demands.
- **Offers extensive experience** in operations, production, manufacturing, and supply chain environments.

Technical Skills

ANALYTICS/DATA VISUALIZATION: Python (Seaborn, Matplotlib, Plotly) Microsoft Excel, Tableau, Power BI
STATISTICAL ANALYSIS: Descriptive and Inferential Statistics, Regression Modeling, Hypothesis Testing
TECHNICAL SKILLS: Data Analysis, Predictive Modeling, Data Cleaning, Visualization, Business Intelligence (BI), Database Management, Manufacturing, Process Improvement, Management, Team Development, Procurement, Operations, Operations Management, Facilities Management, Supply Chain, Vessel Management.

Professional Experience

Seafood Broker | 5/2022 – 2/2023

Self Employed | Remote

- Utilized data-driven insights to identify trends, patterns, and opportunities in the seafood industry to help streamline the sales process and magnify sales by 10%.
- Aligned partnerships of local restaurants and processors resulting in an increase of 15% more suppliers and customers, along with more repeat business.
- Optimized the supply chain, improved forecasting accuracy, and enhanced operational efficiency, by creating a database of trends, worked consistently with customers and vendors, and streamlined the transportation process.

Production Operations Manager | 2/2021 – 2/2022

Pacific Seafoods | Clackamas OR | Westport WA

- Amplified production 20% and integrated digital operations systems resulting in 25% more operating time for production for multiple plants.
- Increased profits by 200%-300% by identifying cost-cutting opportunities and leveraging inventory trends to enhance product utilization and resell unused parts.
- Leveraged data to support a previously divided leadership team in successfully launching a \$400K monthly sales program for a Fortune 500 supermarket chain. Utilizing data-driven insights, we optimized production processes, resulting in a remarkable 200% capacity utilization within only 50% of the typical time frame.
- Utilized performance data and metrics to drive decision-making, resulting in profit growth of up to 300%
- Improved work conditions for a diverse staff by hosting team-building activities, brought-in translation resources, and removed other competency and language barriers to improve performance.

General Manager | 3/2020 – 12/2020**Bornstein Foods | Astoria, OR**

- Drove operational agility during COVID-19, maintaining productivity despite a 30% reduction in plant employees while overseeing an operational budget of \$10M.
- Launched an international shipping department and utilized data analysis to identify areas for optimization and streamline processes for maximum efficiency.
- Increased production 15% in less than 12 months by improving utilization and recovery rates than the previous year.
- Sustained a 60% recovery rate on products with an average rate of 400K lbs. processed per day by creating a series of guidelines and protocols to operate in the most efficient way possible.

Interim Sales & Customer Success Manager | 9/2019 – 3/2020**Sellsation | Remote**

- Utilized consultative sales approach to identify customer needs and deliver scalable solutions for business growth building trusted client relationships, expanding customer base and driving revenue growth.
- Leveraged data analytics for actionable insights and data-driven decision-making.
- Worked with cross-functional teams to analyze data and present findings to clients providing exceptional support and training for seamless CRM software adoption.

Senior Operations Manager | 05/2008 – 8/2019**Cooke Aquaculture | Seattle, WA**

- Promoted from Assistant Facility Manager to Senior Operations Manager in Fall 2017 for excelling in my field, leadership, and consistency.
- Led rapid execution of a \$4M+ Puget Sound aquaculture site clean-up, preventing site closure and further risk/damage.
- Enhanced 100% of raft systems and established anchoring standards companywide by leveraging current flow data insights.
- Managed all company vessels in Washington operations. Overseeing service, repairs, and vessel operations.

Data Project Experience**Data Analytics Fellow | 2/2023 – 6/2023****Springboard | Remote**

- Analyzed data set using Excel and Power BI utilizing regression analysis and correlations to predict premiums based on several factors as well as traits like smoking habits to determine insurance costs.
- Reviewed large data set with more than 40,000 rows, using Python, Tableau, and Power BI to determine airline fare price predictions.
- Honed expertise in SQL for extracting insights from databases for research and academia analyzing power companies.
- Applied Python libraries such as Pandas, NumPy, and Scikit-learn to manipulate and analyze data.

Education/Certifications

Data Analytics Certification, Springboard, 2023