

Jordan Frank

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📍 LOS ANGELES, CA

SUMMARY

Proven leader in the Food & Beverage and CPG space. Experienced general manager, product manager, change agent, innovator, and engineer. Passionate about solving complex problems with strategic, user centric solutions.

EXPERIENCE

General Manager

Innovation Bakers Fullerton, CA 10/20-Present

- Led the due diligence and acquisition of an existing bakery. Rolled assets into a new standalone startup to serve as King's Hawaiian's innovation and pilot production arm, while creating value-adding partnerships for external customers.
- Grew topline revenues by 99.4% in year one, while onboarding two new major strategic customers.
- Built the new organization into \$27.7MM in revenue and 10% EBITDA. Full oversight and P&L management for the new entity.
- Created mission, vision, and strategy for the company, while leading an organization of 180 employees.
- Implemented many initiatives including a PowerBI based data analysis system to understand KPIs and more effectively manage operations.
- Improved employee retention metrics, implemented training programs, and led the adoption of a performance-based compensation plan.
- Increased wages for lowest paid employees by 20% while reducing costs to our customers despite a period of record inflation through manufacturing efficiency improvements.

Director of Product Development & Innovation

King's Hawaiian Los Angeles, CA 10/16-10/20

- Led the ideation, market research, product development, and implementation of a new Pretzel portfolio that is outperforming the existing market leader by 2:1, culminating in a \$70MM capital expansion.
- Built a new product development organization that utilized pioneering techniques to enable rapid innovation at a reduced cost with a 3x improvement on the industry success rate.
- Responsible for P&L and commercialization of over 16 new products on ecommerce, while reducing development costs by 85%.
- Managed innovation, consumer research, operations, marketing, and ecommerce functions with \$2.6MM annual budget.
- Granted first patents in company's 70-year history.

Senior Project Manager

King's Hawaiian Los Angeles, CA 6/14-10/16

- Led cross-functional project team to commercialize 7 new products, including expansion into entirely new categories.

- Rapidly introduced a new SKU to save relationship with largest customer in under 3 months from concept to shelf.
- Built tools and procedures to standardize the project management discipline within King's Hawaiian including a Stage-Gate process.

Project Leader

Baxter International Los Angeles, CA 2/13-6/14

- Launched the multi-million dollar upgrade of a cleaning system to align manufacturing with cGMP practices for the production of plasma protein therapies. Project was completed on an accelerated schedule and under budget, and closed compliance gaps with the FDA and international regulatory agencies.
- Responsible for managing multiple projects concurrently including two of the top projects in the Los Angeles facility.

Process Engineering Lead

Kimberly Clark Neenah, WI 5/07-2/13

- Directed a \$3.2MM capital project with resources in 7 countries, to introduce a standardized production line in 3 global manufacturing facilities.
- Oversaw a cross functional engineering team to design, procure, install, and commercialize an innovative product improvement across four countries in Europe, Middle East, and Africa.
- Managed process team within the International business to expand production to nine new multi-million dollar diaper machines around the world.
- Successfully lead a team of internal engineers and contractors to develop and implement a first of a kind process capable of improving machine OEE. Resulted in cost savings of over \$1.8MM per year.

CERTIFICATIONS AND SKILLS

📄 PMP, SIX SIGMA, PYTHON

📄 AUTOCAD, SOLIDWORKS, JMP, MINITAB, MS OFFICE, MS PROJECT

✂️ PRODUCT MANAGEMENT, P&L, CONTINUOUS IMPROVEMENT, INNOVATION, BUDGETING

EDUCATION

Masters of Business Administration

University of Wisconsin – Oshkosh

Bachelor of Science – General Engineering

University of Illinois at Urbana-Champaign