

BENOÎT POMERLEAU, B.ENG., MBA

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AREAS OF EXPERTISE

- Leadership: organizational, operational, relational and transformational
- Lean operational infrastructure: value analysis, focus on core competencies, process reengineering and outsourcing. Contractual agreements for external manufacturing services
- International business relations and reporting : Canada, US, Asia, Europe

WORK EXPERIENCE

LUX AETERNA | Aertis Group | CEIT Group

March 2012 - current

Design and manufacturing: interior equipment and lighting for passenger rail and bus

Co-founder and General Manager – LUX AETERNA (since 2014)

Acquired the assets of CEIT | Interballast from Trustee following the filing for bankruptcy by Aertis Group

- Participate in the creation of the new legal structure and closing of the asset acquisition
- Strategic refocus on lighting solutions for rail and bus
- Resume operations and deliver backlog while building new foundations for growth

General Manager – Lighting division (Aertis, Champlain, NY, 2013-2014)

CEIT Group acquired by Aertis Group in April 2013 – restructuration and reorganization
Reporting to President, based in Seattle, leadership of Business Unit growth

- Elaborate and lead growth plan: revenues, profitability, productivity, cash flow, market share
- Develop the main axis of the strategic plan: Sales, Operations, Technologies

General Manager – CEIT North America (St-Hyacinthe, Qc, 2012-2013)

Reporting to President, based in France, leadership of the 3 North American sites for CEIT - Canada (Intérieuriste, Interballast) and US (CEIT Corp.)

- Implementation of organisational and operational infrastructure for the assembly of ceiling structure and lighting for the new Montreal, Toronto and Maryland metro cars contracts with Bombardier. Successful ISO14000 certification as well as ISO9000 recertification
- Steer the activities linked to distinct strategic issues of the 3 divisions evolving at different life cycle stages: development, execution, growth, profitability, repositioning, cash flow, Group interface, contract renegotiation, financing, business process maturity level, restructuring and reorganization
- Manage growth (25% in revenues for 2013) and contract closing totaling more than \$40M in backlog

Bombardier Transport : North American Corporate Office – St-Bruno

2008 - 2012

Design and manufacturing: passenger rail car

Team leader, Supplier performance improvement – Strategic Sourcing (2010-2012)

Lead assessment and recovery interventions at non-performing suppliers: operational diagnostic and improvement plan. Design a new tool for supplier's operational readiness and risk assessment.

Lead Buyer for electrical components – Strategic sourcing (2008-2009)

Develop appropriate strategies, drive the negotiations and commercial agreement for all the North American programs. Quarterly business reviews. Support to site buyers on commercial dispute.

bpconseils – Ste-Julie **2007**
 Consulting firm: operational performance (www.bpconseils.com)

Consultant: operational performance – value creating network

Kontron Canada – Boisbriand, a division of Kontron AG (Germany) **2005 – 2007**
 Design and manufacturing: embedded computer board

Director Operations/Plant Manager

Reporting to General Manager Canada and liaising with Group COO in Germany, leadership of overall manufacturing operations, including indirect support for the assembly of printed circuit boards through own facility as well as local and international electronic manufacturing services (EMS)

- Operations management site/EMS. Facility closing planning and outsourcing (local | Asia)
- Improve asset management by introducing a series of best practice initiatives in demand management and enhanced value proposal in the supply chain and through EMS

Resonant Medical – Montréal (start-up Company) **2004 – 2005**
 Design and manufacturing: medical imaging equipment (3D ultrasound)

Head of Manufacturing

Reporting to COO, leadership of overall manufacturing operations including indirect support

- Design and implement operating infrastructure meeting ISO13485 as well as the FDA and Health Canada requirements for the planning and manufacturing of a non-invasive medical device
- Manage overall operations – sourcing, procurement, inventory, production, test and delivery

TouchTunes Digital Jukebox | TouchTunes Music Corporation – Montréal/Chicago **2003 – 2004**
 Design and manufacturing: digital juke-box and on-demand music services

Vice-president Operations

Reporting to President and CEO, leadership of Supply chain, Product development, EMS, Distribution/Service center in US, Juke-box network operations, IT and Software QA

- Refocus on core competencies and transfer of non-core operations to local EMS
- Negotiate agreement with EMS for full turnkey operations of manufacturing, returns and services
- Transfer of 24/7 call center from Montreal to Chicago for enhanced customer experience

Cycomm | M3i Technologies – Brossard **1993 – 2003**
 Design and manufacturing: rugged laptop computers – PCMobile

General Manager – Manufacturing Operations and Product development (Cycomm, 1999- 2003)

Reporting to CEO, based in Virginia, leadership of Manufacturing operations, Product development, Manufacturing engineering, Quality, Finance, QA, IT and HR

- Steer strategic activities linked to growth, repositioning and decline of the division responsible for product development and manufacturing for worldwide market. Closure June 2002. Asset transfer.

Director – Manufacturing Operations (Cycomm, 1996-1999)

Reporting to president, based in Florida leadership of supply chain, production and quality

- Design and manage operating infrastructure. Manage annual growth of 200%

Head of Mfg operations and Mfg Engineering (M3i Technologies – 1993 to 1996)

ISIS (PARK MEDICAL): medical equipment **1992 – 1993**

Manufacturing operations coordinator

LECTOGRAM: rugged PC - PCMobile 1990 – 1992
Manufacturing operations coordinator

MATROX : graphic cards 1988 – 1990
Technician : engineering and production

EDUCATION

Executive MBA – France. International business 2008 – 2009
 Université Paris-Dauphine, Paris
 Final project co-managed Montréal / Paris :
 Strategic plan – marketing and operational plan for supply of low power wind turbine in Europe

Executive MBA – Montréal. 2007 – 2009
 École des sciences de la gestion (ESG-UQAM), Montréal
 Scholarship recipient (Paris-Dauphine) for quality of academic profile (4.05/4.3)

Engineering degree – Manufacturing systems 1989 – 1996
 École de technologie supérieure (ÉTS), Montréal
 Project : Extended enterprise (virtual manufacturing) – networking characteristics

Engineering study - Electrical 1985 – 1987
 École polytechnique, Montréal

College diploma – Electronics 1985
 Cégep Lionel-Groulx, Sainte-Thérèse

PROFESSIONAL DEVELOPMENT

24 hours with François Côté – Decide and commit.
 École Entrepreneurship Beauce (2014)

High impact presentation (Dale Carnegie)
Contract – Structure, negotiation, management, legal communication
Six Sigma – Yellow belt
 Bombardier Transport (2008-2011)

Change management
Network technology
 CRIM, Montréal (2004)

Accelerated Business Management program
Political skills
 Hautes études commerciales (HÉC), Montréal (2002)

ACTIVITIES

- Chairman of Governing Board Mount-Bruno School and Vice-chairman of parents association
- Volunteer/Social activities : coach soccer, skating, music (guitar), long career hockey referee
- Member Valotech, APICS et Canadian Society for Value Analysis