

# Armen Ekmekji

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An accomplished strategist with over 15 years of experience in metals manufacturing for the aerospace supply chain, specializing in driving business growth through commercial excellence and strategic planning. Proven track record of managing complex projects, leading cross-functional teams, and optimizing business processes to deliver measurable results. Adept at identifying market opportunities, negotiating high-value contracts, and securing significant cost savings. Seeking to leverage extensive expertise in sales, strategy, and business development to a senior leadership team to help drive growth.

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Strategic Planning · Forecasting · Portfolio Management · Contracts · Supply Chain · Sales  
Business Development · Change Management · Cross-Functional Team Leadership · Public Speaking  
New Product Introduction · Theory of Constraints · Sales, Inventory, & Operations Planning (SIOP)  
Board Presentations · Business Writing · Business Case Development · Leading Workshops

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**MBA**, Graziadio School of Business and Management Pepperdine University, 2014

**BS** Industrial Technology (Packaging Minor), Orfaela College of Business, Cal Poly San Luis Obispo, 2006

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Rennscot Manufacturing Woburn, MA

February 2025- Present

## **Vice President, Commercial Development & Strategy**

Reporting to the President and CEO, responsible for business planning, development, and strategy.

- Serve as a key member of the executive team on commercial and strategic matters.
- Oversee and refine the company's value proposition, competitive advantage, and positioning within the aerospace, defense, and other sectors.
- Develop and execute a comprehensive business development strategy that aligns with the company's long-term growth and profitability goals, including identifying new opportunities within existing and emerging markets

Weber Metals, Inc. Paramount, CA

December 2008 – January 2025

## **Senior Vice President, Strategy & Site Development: 2023-2024**

Reporting to the President and CEO. Ex-officio in charge of developing facility acquisition in Nevada.

- Responsible for and executed within \$15M budget for rehab, equipment investments, and qualifications.
- Co-lead initiative to secure \$30M in customer investment for capacity expansion.
- Obtained \$2.5M/10-year tax abatements with the State of Nevada, presenting in person to Gov. Lombardo.

## **Head of Strategic Marketing: 2021-2022**

Directed the demand plan for quarterly SIOP reviews and was responsible for the 5-year business plan.

- Gained shareholder approval for a \$17M business expansion of a 2<sup>nd</sup> manufacturing site: Led business case development and presentations to our corporate parent. Assembled an external support team (brokers, attorneys, consultants), managed due diligence activities, coordinated code requirements with Washoe County, and negotiated the PSA; including environmental indemnity and a \$1.1M price reduction.

## **Vice President, Commercial: 2020-2021**

- Re-negotiated and extended long-term agreements valued at over \$200M.
- Managed 30% downsizing of the Sales department due to COVID, re-aligned responsibilities, and transitioned from an inside/outside sales model to operations-based Account Management.
- Collaborated on a \$25M DOD Title III award proposal and was responsible for annual strategic reports.

- Implemented pricing policy generating \$15M (6%) in additional Gross Profit for FY 2021
- Reduced QN aging & count by 70% by re-organizing and implementing a new business process.
- Captured \$2.5M of savings by implementing a raw material strategy that aligned with hedging tactics, negotiated caps on supplier cost increases, and enforced pass-through costs to customers.

#### **Director, Sales: 2015-2020**

Reported to Vice President of Sales & Supply Chain. Supervised Sales Managers, was responsible for global field agent sales activities of a \$150M order book, and led Aerospace Division integration with Otto Fuchs.

- Executed annual Sales revenue within 3% of commitment, through rigorous SIOP management.
- Negotiated inventory management terms and commercial incentives for a 10-year/\$300M contract.
- Saved \$500K in annual commissions by re-aligning and re-negotiating Agency agreements.

#### **Project Manager: 2014-2015**

Team leader for Environmental Compliance of a \$200M capital expansion

- Successfully obtained Permits to Construct by working with Southern California Air Quality Management District to define future BACT-compliant emissions equipment.
- Phase I and II ESAs and CEQA evaluation approved by the lead agency without public objection.
- Acquired Emissions Reduction Credits and led the facility transition from Title V to RECLAIM.

#### **Sales & Supply Chain Product Manager: 2012-2015**

Directly supervised Inside Sales Reps and Production Planners and regularly interacted with subcontractors for WIP management and delay resolution.

- Implemented capacity management tools and a buffer inventory strategy that improved on-time delivery by up to 20% across the portfolio.
- Realized a 5% gross profit improvement to the portfolio through pricing & sales mix modifications.
- Introduced over \$20M in annual business, project managing 30+ new products (NPI) on time and budget.

#### **Leadership Development Program: 2011-2012**

#### **Inside Sales Representative: 2008-2011**

Graphic Pak Corporation. Montebello, CA

August 2007 – October 2008

#### **General Manager**

- Managed new product introduction through design and prototype delivery. Responsible for sourcing and supply chain management, procurement, order fulfillment, payroll, warehouses, inventory, and logistics.

Cisco Systems. San Jose, CA

June – September 2006

#### **Packaging Engineering Group Intern**

- Conducted a large sample study to refine qualifications for protective packaging cushions and co-authored a technical paper with Hewlett-Packard; presented at the ISTA's Dimensions 2007 Conference.

#### **Professional Affiliations/Activities**

Forging Industry Association (FIA): 2025-2025  
Co-Chair, Marketing Committee: 2022-2024  
Member of Public Policy Committee: 2023-2024  
Congressional Lobbying

#### **Certifications**

Karass Effective Negotiating  
Blanchard Situational Leadership (SLII)  
Six Sigma Certified White Belt  
APICS Excel Tools for Lean Operations  
Social, Ethical, & Environmental Responsibility (SEER)  
Supply Chain Foundations: Analytics