

Allen Pratt **Senior Operations Executive**



Allen Pratt is a senior operations executive with over 20 years manufacturing and distribution experience providing direction, expert advice and transitional leadership within corporate environments. Allen offers performance improvement services including turn-around / change leadership, IT and supply chain optimization plus 5-step focused, Lean/6S, process improvement initiatives for 50 employee to \$500 million organizations.

Recently Allen served as vice president and general manager for Eilers Machine where he was responsible for company P&L plus all sales and operations management of the fabricated metal products WOSB defense contractor. The company had lost both quality privileges with the Department of Defense.

Allen oversaw the company's ISO 9001:2008 quality certification and market diversification. During his tenure, the company doubled its new business pipeline to a three year high; turning financial performance from negative to 10%+ EBITDA.

Previously, Allen served as assistant vice president, North American Division for MAN Roland AG where he was responsible for enhancing the company's OEM parts business. During his tenure, the division streamlined its supply chain operations and restored customer satisfaction. While market share climbed 20%, the unit improved its operational performance and business unit revenue and earnings increased 2X over six years. Allen also led an OEM parts unit of Goss International Corporation through a difficult Chapter 11 recovery, restoring its industry leadership.

"Allen Pratt was instrumental in providing my company additional services as we outsourced much of our capacity this past year. He created a great partnership environment for us to work in. Allen is a professional and eager to help which allowed him to grow his business."

- John McCoy, CEO & Owner, Orthman Manufacturing, Inc.

Allen received a BBA (management and marketing, double major) the University of Iowa and an MBA (finance) from Iowa's Henry B. Tippie College of Business. He has served on various community boards and volunteer organizations, including Conquest Boys Clubs and Chicago Leadership District, non-profit organizations promoting youth leadership development.

**Find out more about Allen at www.linkedin.com/in/allenkpratt
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