




MARK NIXON
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INDUSTRIALS & MANUFACTURING EXPERTISE


- Successfully led the survival a \$50 million, family-owned, furniture manufacturing company, as COO, through the 2008 Great Recession that ultimately consumed 6 out of the company's top 10 competitors.
- Orchestrated the never-attempted-before manufacturing of 7 new furniture products in 4 months to attract new customers and reposition the company's image in the market, resulting in the eventual landing of the company's largest retailer.
- Convinced owners of a manufacturing company to transition from LIFO to FIFO inventory accounting (after 90 years of business operations) despite the tax penalty to improve the future management of product profit margins in real time versus having to wait until the end-of-year reconciliation.
- Part of a team to identify cost-cutting initiatives in the operations of three manufacturing factories (pet foods, canned tomatoes, and furniture) involving changes in raw materials, new manufacturing techniques, and special considerations from vendor/purchasing relationships.
- As Product Leader, participated in numerous production line planning sessions for the start of manufacturing of new products in many different categories: pet foods, canned foods, frozen foods, beverages, condiments and furniture.


[MARK'S GENERIC BIOGRAPHY](#)
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