

# JONATHAN JONES, M.B.A., C.M.T.

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## LABORATORY TECHNICAL DIRECTOR

**CERTIFIED MEDICAL TECHNOLOGIST ▪ SIX SIGMA BLACK BELT**

**MASTER OF BUSINESS ADMINISTRATION ▪ BACHELOR OF SCIENCE IN MICROBIOLOGY**

**RESULTS-ORIENTED LEADER** with more than 15 years of experience providing strategic technical direction, defining laboratory priorities, and establishing action plans that achieve goals and improve performance in blood-screening and contract-research facilities.

### KEY COMPETENCIES

- Quality Assurance
- Workflow Analysis
- Cost Management
- Project Coordination
- Productivity Strategies
- Regulatory Compliance

- ☑ **Drive team growth and development** by creating a culture of success and maintaining balanced focus between leading team members and managing technical processes.
- ☑ **Streamline operations, reduce costs, and increase revenue** by implementing large-scale automation and optimization initiatives as well as consolidation and reorganization projects.
- ☑ **Develop cross-functional partnerships** that improve internal communication, enhance multidisciplinary analyses, and deliver results in matrix organizations.

## PROFESSIONAL EXPERIENCE

COMPANY ONE; City, ST

2007 – 2012

### **TECHNICAL DIRECTOR**

Led 35-person, high-performing team to conduct testing on clinical trial samples, including urinalysis, flow cytometry, blood mononuclear cells, and complete blood counts. Directed extensive reorganization of the hematology area to optimize workflow and workstations. Refocused department on staff engagement during the implementation of automation projects. Identified communication as critical to team success; established more frequent and timely flow of information by implementing weekly “huddles” and formal staff meetings.

- **Expanded revenue 23% and volume 37% YOY** by guiding the integration of five new benches and four staff members.
- **Increased validated panels 300% in two years**, advanced efficiency 15%, and implemented optimal staff placement.
- **Directed the validation and finalization of \$1.5 million automated platform** — successfully completed project ahead of schedule and 17% under budget. Transitioned department from manual review to efficient middleware rules-based release process.

COMPANY TWO; City, ST

1996 – 2007

### **TECHNICAL SUPERVISOR** (2001 – 2007)

Oversaw all aspects of technical team leadership, compliance, and operations for 30+ staff members performing FDA-mandated safety testing; managed operational budget of more than \$4 million. Led two six sigma projects that addressed gaps in pricing and developed processes for strategically managing laboratory equipment. Created and implemented employee development programs to achieve quality assurance, efficiency, and productivity goals. Coached and developed staff to excel as a cohesive unit focused on overall performance; created annual departmental succession plans.

- **Improved test result turnaround time 33% in 12 months** by establishing standard operating procedures, project planning methods, and validation processes.
- **Automated 50% of CBC slides and reduced necessary staff 23% during the review process** by leading the implementation of a digital slide review and pre-classification instrument.
- **Enhanced production from 675,000 samples per year to more than one million** by implementing strategic workflow, operations, and training systems.

#### **QUALITY ASSURANCE SPECIALIST** (1998 – 2001)

Audited quality system to ensure processes adhered to FDA regulations and quality standards for blood donor screenings. Reviewed and approved change control documents; verified project planning met critical control points. Served as quality consultant to operational management. Trained staff on compliance, auditing, and current good manufacturing processes (CGMPs).

- **Reduced quality assurance errors 85% in two years.**
- **Increased overall bench strength 50%** by managing the development of six technologists to become trained on all seven benches.

#### **ASSISTANT TESTING SERVICES MANAGER** (1996 – 1998)

Oversaw sample accessioning and testing in four departments. Resolved technical, workflow, and staff issues. Maintained efficient laboratory operations, performed change controls, and managed inventory.

- **Recruited and managed qualified candidates** by identifying skill set gaps within the department.
- **Selected to aid in the opening of a new laboratory** by reviewing testing processes, training staff, implementing standard procedures, and improving efficiency.

### **EDUCATION & CERTIFICATIONS**

**Master of Business Administration;** UNIVERSITY; City, ST

**Bachelor of Science in Microbiology;** UNIVERSITY; City, ST

**Certified Medical Technologist;** American Medical Technologists (AMT)

**Six Sigma Black Belt**