



## **Rob Newbold**

### **Client Engagement Manager**

*rnewbold@imec.org*  
*Phone: 217.572.1551*  
*Fax: 309.677.3289*

**“ It’s about how we can  
do this together. ”**

### **Lending a Hand:**

In conversations with beleaguered manufacturing leaders, I’ve found that two things matter – does IMEC add value to their organization? And, is there a level of trust present to start or continue a relationship?

When we are talking, that manufacturing leader is the most important thing in the world to me. Having been in leadership roles, I recognize that there aren’t many times that leaders get someone’s undivided attention to help them understand the problems they face, to brainstorm ideas, and to find solutions collaboratively. My job is to be that ear that listens, the voice that challenges conventional wisdom, and the resource used to identify and implement a new competitive future.

Having been in hundreds of organizations, I bring insights into best practices and new solutions which can escape the harried manufacturing leader. The added advantage I have is that I’ve worked to develop effective relationships with local partners – community colleges, workforce boards and economic development agencies – which bring added resources to the table for manufacturers to capitalize upon. Finally, having assisted in developing two highly successful manufacturing round table organizations, I’ve shown that collaboration and learning between manufacturers can grow a community.

Manufacturing leaders have said that I am – easy to work with, knowledgeable, an amazing resource for benchmarking, and genuinely interested in helping us grow. What can I do for you?

### **My Background:**

In nearly ten years of leadership-focused consulting, on top of fifteen years of experience leading large, bureaucratic organizations to results, I know the pressures that leaders face. With a background in quality, operations, marketing and human resources, my style is to be a coach, teacher, and collaborator to embedding enterprise excellence into the DNA of an organization so that it lasts beyond our work together and becomes part of the culture.

Some of the results I’m most proud of are:

- Assisting a fourth generation family business to develop a strategic plan which grew their business by 21% and establishing leadership training for the youngest generation to prepare for future ownership
- Installing quality systems into a manufacturer which allowed them to maintain a customer worth \$3M/annually
- Creating a new facility layout plan that assisted a manufacturer in cutting quality mistakes by 75%, increasing output and on-time delivery, while lowering costs dramatically
- Partnering with three other organizations to host monthly continuous improvement events which averaged 28 people and 13 organizations