

# **BIOGRAPHY**



## **Mr. Willard P. Sullivan**

BBA, MBA, PMP

Senior Costing Engineer, Munro & Associates, Inc.

Will has more than 40 years of product development, engineering, finance and program management experience. He is an engineering, cost, quality and operations management professional with extensive global and domestic experience in product development and manufacturing. He has a track record of designing cost efficient products and processes which increase sales through on time delivery of quality products within budget.

Prior to joining Munro & Associates in 2009, Will lead the estimating department at Magna Steyr North America. In this capacity he helped successfully launch the Chrysler Sebring in Russia as the Syber model and also helped PACCAR create their new line of heavy truck semi cabs.

Prior to this he held positions as Engineering Finance Supervisor at Ford Motor Company, Chief Engineer and Quality Director at Allmand and Associates, Engineering Account Manager at Gilreath Manufacturing and Project Engineer at United Plastics.

As Chief Engineer at Allmand Associates he directed teams of Engineering and Tooling staffs in creating tools and processes for many varied products. Products included everything from automotive bumper systems to radiator end tanks to snow mobile hoods to marine propellers to complete tractor cabs and many other types of products.

His duties included meeting with new and existing clients and helping with all phases of new product development from concept to completion including quotation of part and tooling cost estimates. His responsibilities included employee hiring, training, and performance reviews. As Quality Control Director he created systems which lead to the award of ISO 2001 and Q1 quality ratings.

Will began his career at Ford Motor Company and for 15 years he gained extensive knowledge of tooling and product development including the ability to provide in depth cost estimates for products and tooling. He left Ford to gain experience in the manufacturing supply base and after 9 years he returned to Ford Motor Company and held management positions in Value Management, Estimating and Program and Engineering Finance.

Will has earned a Masters of Business Administration Degree in Leadership Studies graduating Suma Cum Laude and a Bachelors Degree in Business Administration from

Davenport University graduating Magna Cum Laude. He is also a Federal Government Certified Tool and Die Maker and a PMI certified Project Management Professional.