

## **BIOGRAPHY**



### **Susan Okray (BSME, MBA, MEMS, DEMS)**

Chief Operating Officer

Susan is the Chief Operating Officer of Munro & Associates, Inc. where she manages the technical side of Munro including the oversight of the day-to-day operations, business development activities, and execution of Munro's strategic growth plan.

With more than 30 years of engineering and program management experience, having worked in all stages of product development, from advanced engineering to product launch, Susan brings a wealth of experience and knowledge to Munro & Associates' clients.

While at Munro, Susan earned a Master's in Manufacturing Engineering and a Doctorate degree in Engineering and Manufacturing Systems from Lawrence Technological University in Michigan.

She also was the Key Account Manager for Fiat Chrysler Corporation and held the position of Automotive Business Director where she fostered relationships with large OEMs and Tier 1 suppliers. As the Key Account Manager for FCA, Susan led countless business development initiatives that increased revenue over 200%, making it largest revenue generating account in Munro.

Prior to Munro, Susan held concurrent positions as an Engineering Manager and Applications Manager at UT Automotive where she was honored with an Achievement Award recognizing high performance and positive business growth. As a Manager, she directed a staff of 30 technical and senior engineers that supported new interior trim programs. Her responsibilities included annual budgets and allocations, quote package generation and presentation, engineering reviews, tool investment budgets and tool reviews, including APQP (Advanced Product Quality Planning and Control Plan) and PPAP (production part approval process) elements.

Susan began her career at General Motors Corporation and for more than ten years she held various engineering positions. While at GM she received Special recognition for improving interior quality ratings of the Camaro/ Firebird, and presented her work to the top 18 Executives at GM. Susan is also credited with conceiving, designing and developing the snap-in sun visor and the integral foldout child restraint seat, later adopted by Chrysler via a Tier 1 supplier.

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While at GM, Susan obtained her Bachelor's degree in Mechanical Engineering from General Motors Institute (Kettering University) where she graduated with honors and gained membership into the Pi Tau Sigma, International Honor Society for Mechanical Engineers. Upon completion of her bachelor's degree, Susan also obtained her MBA from the University of Michigan.

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