

Terry L. Klinker II

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LEADER / PROJECT & ENGINEERING MANAGER / BUSINESS OWNER



Recognized leader in business, process and mission management, offering fresh insight and a passion for innovation; proven track record in planning, building, and launching high profile production or facility operations. Powerful strategist able to map creative business/mission vision, transforming and empowering individuals and organizations to bridge technological and resource limitations.

Dynamic leader and mentor, able to build team cohesion and inspire individuals to strive toward ever higher levels of achievement. Exceptional client relationship and management skills; relate and interface easily at the top executive levels. Keen, in-depth understanding of team dynamics, milestone identification and achievement, goal-oriented management, and institutional discipline.

AREAS OF EXPERTISE

Strategic Planning & Execution
Management Consulting
Team Building & Leadership
Large-Scale Project Management

High-Profile Client Relations
Strategic Partnership & Alliance Building
Business Development & Negotiation
Continuous Process Improvement/Six Sigma

PROFESSIONAL EXPERIENCE

The Ohio State University, 2006 - Present

SENIOR LECTURER – FISHER COLLEGE OF BUSINESS

Teach core courses in statistics, linear programming, and operations management. Responsible for setting the classroom standards, course syllabi, and grading standards of all courses. Work closely with students to maintain FCOB standards and prepare graduates for the work environment outside the classroom.

ASSISTANT PROFESSOR OF MILITARY SCIENCE

Involved in the recruiting, retention, and development of tomorrow's Army Leaders. In a one year period as the Scholarship and Admissions Officer, increased enrollment by 35% and scholarship recipients by over 400%. My promotion to Colonel disqualified me from further service in the Military Science department.

United States Army Reserve & National Guard, 1980- Present

Currently a Colonel, I started service as a Private and advanced to Staff Sergeant before completing Officer Candidate School. Have served as Brigade & Battalion Commander and acting Director of an Engineering Group, and organized staffs up to the Division (2-Star Command) level in the areas of operations, intelligence, and logistics. I currently direct an engineering section with operations across five continents. I possess a current Top Secret Clearance with Sensitive Compartmented Information.

Toledo Engineering – Toledo, OH, 2005-2006

PROJECT MANAGER, BATCH PLANTS

Managed a staff of engineers, technicians, and contractors in developing world-class production batch plant facilities. Projects for 2005-2006 exceeded \$50 million and included operations across the United States, China, South America, and Europe. Worked with customers to develop project requirements, minimize costs and process interruptions, and maximize process improvements.

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United States Army – Camp As Sayliyah, Qatar, 2003-2004

COMMANDER, FACILITY ENGINEER DETACHMENT / POST ENGINEER

Responsible for transforming a base of warehouses into USCENTCOM Headquarters. Developed the vision and engineer support plans to support expanded operations that included increasing population from 100 to 5000 people, developing infrastructure to house, feed, and support a large transient population, and supporting the daily operations of several high visibility and crucial command headquarters. Quickly assembled a team of Active, Reserve, National Guard, Seabees, DA civilians, and contractors, sometimes exceeding 800 persons, into a responsive, world-class support organization. Key results included no interruptions in utility support to major commands, allowing them to focus on the war effort.

Cut Loose Hair Designs, Etc. – Columbus, OH, 2000-2008

PRESIDENT & OWNER

Developed and implemented business plans, training programs, and customer relations policies. Expanded operations and services offered, resulting in 25% increased revenue and 65% increased profit during the tight economic years following 9/11/01.

Thomson Multimedia – Circleville, OH, 1991-2000

MANAGER, ENGINEERING (1998-2000), MANAGER, CAPITAL PROJECTS (1996-1998)

Managed a three-year \$112 million upgrade of glass production operations including project scope, budget & funding, vendor & contract negotiations, and project construction. Exceeded project goals, i.e. budget, process downtime, and performance results (% yield and % efficiency). Renovated batch plant equipment and operations to meet 50% increased demand. Increased production by 50%, yet reduced emissions and improved internal plant environmental standards. Three time nominee for Employee of the Year.

Holophane Company, Inc. – Newark, OH, 1989-1991

MANAGER, GLASS ENGINEERING

Managed glass production operations from raw materials to quality control and analysis. Efforts resulted in 85% improved efficiencies, 35% process stability (six sigma), and 30% defect reduction. Radically reengineered operations by combining two smaller operations into one operation better able to meet the 24/7 production demands.

Corning, Inc. – Corning, NY, 1985-1989

MANAGER, GLASS TECHNOLOGY (1988-1989), ENGINEER (1985 – 1987)

Managed glass technology program at the Greenville, OH plant, including 50 people – salaried, technical & union. As a member of the corporate melting operations team, worked with widely varied glass compositions and furnace operations around the world. Member of team that developed emissions reducing combustion equipment; implemented first application of six-sigma technology to small unit operations.

EDUCATION & TRAINING

Master of Business Administration - The Ohio State University

B.Sc., Ceramic Engineering - The Ohio State University

Member: Engineering Student Council, Keramos National Ceramic Engineering Fraternity

Military Education

U.S. Army War College	Military Intelligence Officer Advanced Course
Command & General Staff Officers Course	Engineer Officer Advanced Course
Combined Arms Staff Services School	Engineer Officer Basic Course

Continuing Education

Business Process Improvement ♦ Executive Development ♦ Team Building
Business Case Development ♦ Project Management ♦ Risk & Contingency Planning
Environmental Management ♦ Safety ♦ Small Business Planning ♦ Six Sigma