

# Paul Beiter

BOARD MEMBER

RETIRED

GM/ Delphi Employment: 05/1976 to 10/2007

QUALIFICATIONS

HISTORY

BRIEF WORK HISTORY

**Member of the Delphi Salaried Retiree Association volunteer leadership group (2009-Present)** responsible for representing the more than 500 current and future Delphi salaried retirees residing in Western New York. Activities include the advancement of the organization's goals, recruitment, fund raising, communications, and problem resolution involving salaried retiree benefit and pension issues

VOLUNTEER HISTORY

**Delphi Automotive Systems, Inc. (1990-2008)**

Power Train Finance Manager- Rochester, NY Operations

- Directed all financial management functions for the entire \$1.0B revenue auto parts manufacturing operation that encompassed 2000 employees.
- Co-leader of a team that initiated lean manufacturing and the eventual "flow rebalancing" of the entire 1.9M square-foot manufacturing operation.
- Developed business case and led the implementation of lean flow, saving \$15M/ year.
- Full management responsibility for Business Operations Analysis and Planning.
- Prepared a successful \$35M business case that sourced fuel injector manufacturing to the Rochester, NY facility.
- Organized \$10M product relocation; saved \$21M by consolidating 5 operations.
- Developed highly skilled financial management team to achieve established objectives.
- Sped SAP monthly closing process by 50%; Team developed multiple Excel spreadsheets to condense complex SAP hierarchy and speed internal reviews.
- Led team in design and implementation of new budgeting and forecast system which facilitated company's change from centralized control to a Business Unit structure.
- Boosted efficiency on average by 10% through annual cost competitive review of the Metal Parts Fabrication Business.

**General Motors Corporation (1983-1990)**

Manager of New Programs and Capital-Power Train Operations

- Preparation, cash flow analysis and presentation of 30+ capital appropriations, \$250M+, covering the 5 product lines manufactured in plants in NY and Michigan.
- Executed detailed cost competitive studies focused on product lines and customer requirements with a focus on explanations for competitive gap.
- Valued and performed due diligence on potential supplier acquisition targets.
- Managed \$1.3M budget and a team of 13.

**General Motors Corporation (1976-1983)**

Supervisory positions in Budgets, Forecast, Cost Accounting, and Payroll

SKILLS

- Extensive experience working with the Purchasing organization developing sourcing analysis and negotiation strategies.
- Strong skills in developing, supporting, and guiding teams and business partners.
- Work ethics based on integrity, fairness and mutual respect.
- Frequent presentations covering complex issues delivered to diverse audiences

OTHER QUALIFICATIONS

33 Years on the GM/Delphi Financial Staff  
Active role in numerous Local Union negotiations.