

**NIGEL SOUTHWAY, C.Eng., IEEE, MSc BIM, SME Past Chair, Author.**

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## **EXECUTIVE PROFILE**

Global Manufacturing and Operational Excellence Executive with 35+ years of international leadership experience helping organizations improve profitability, productivity, supply chain performance, and operational efficiency through LEAN transformation, Six Sigma, Industry 4.0, ERP integration, advanced manufacturing engineering, and organizational change leadership.

Recognized advisor, consultant, author, educator, and change agent with a proven record of leading manufacturing modernization, plant optimization, technology transfer, restructuring, and continuous improvement initiatives across North America, Europe, Asia, Mexico, and Eastern Europe.

Trusted by multinational organizations and mid-market manufacturers to improve performance, reduce waste, accelerate time-to-market, optimize production systems, and build high-performing operations teams.

### **Industry experience includes:**

- Aerospace & Defense
- Automotive & Automotive Electronics
- Electronics & Advanced Manufacturing
- Industrial Equipment
- Consumer Products
- Pharmaceuticals
- Food Manufacturing
- Steel & Mining
- Financial Services
- Service Industries

## **CORE LEADERSHIP EXPERTISE**

### **Operational Excellence & Manufacturing**

LEAN Manufacturing | Six Sigma | Continuous Improvement | Kaizen | Plant Optimization | Manufacturing Engineering | Industrial Engineering | Process Improvement | Factory Automation | Throughput Improvement | Cost Reduction | Productivity Improvement

## **Executive & Strategic Leadership**

Operations Leadership | Change Management | Organizational Transformation | Strategic Planning | Global Manufacturing | Cross-Functional Leadership | Executive Coaching | Team Development | Performance Management | Organizational Restructuring

## **Advanced Manufacturing & Technology**

Industry 4.0 | AI Applications in Manufacturing | ERP Systems | Additive Manufacturing | Smart Manufacturing | IIoT | Automation | New Product Introduction (NPI) | Technology Transfer | DFM

## **Supply Chain & Global Operations**

Global Sourcing | Offshoring | Reshoring | Manufacturing Relocation | Vendor Development | Logistics Optimization | Cross-Border Operations | Multi-Plant Management

## **PROFESSIONAL EXPERIENCE**

**NEXUS CONSULTING SERVICES — Canada | USA | Europe | Asia**  
**President & Principal Consultant | 2002 – Present**

Executive advisor and operational transformation leader helping manufacturers and industrial organizations improve profitability, productivity, operational performance, and global competitiveness through LEAN transformation, advanced manufacturing, Industry 4.0, automation, and supply chain optimization.

### **Key Achievements**

- Delivered operational improvement programs generating 25%–40% productivity and cost improvements across multiple industries.
- Led LEAN Manufacturing, Six Sigma, ERP integration, and Industry 4.0 initiatives for more than 50 global clients.
- Directed organizational restructuring and operational transformation projects across Canada, USA, Mexico, China, Russia, Ukraine, and Europe.
- Guided organizations in implementing AI-enabled manufacturing, automation, additive manufacturing, and smart factory initiatives.
- Managed a North American–China manufacturing joint venture focused on global sourcing, operational efficiency, and capacity expansion.
- Facilitated executive coaching, operational excellence workshops, and leadership development programs.
- Supported reshoring, manufacturing relocation, and technology transfer initiatives.

## **Selected Clients**

Procter & Gamble | Citibank | British Airways | Baxter | Royal Canadian Mint | GE  
Marconi | Glaxo | A.O. Smith | Grote Industries | J.M. Schneider | Inland Steel | Tectrol |  
Tiercon | Eveready Battery | European Bank for Reconstruction and Development |  
DAGIGA | Carter Group | Additive Metal Manufacturing | Peytec.

## **CARTER GROUP (Automotive Electronics) — Canada**

### **General Manager | 2000 – 2002**

Recruited to establish and scale a new automotive electronics manufacturing division supporting OEM programs.

### **Key Achievements**

- Built and launched a \$20M+ automotive electronics division.
- Developed and led a high-performing operations and management team supporting international growth.
- Implemented automated manufacturing systems operating to QS9000 standards.
- Introduced LEAN Manufacturing and Six Sigma methodologies to improve operational performance and product quality.
- Reduced Cost of Poor Quality (COPQ) through supplier development and quality management initiatives.
- Supported strategic integration initiatives to enhance operational alignment and shareholder value.

## **TECTROL POWER SYSTEMS — Mexico & Canada**

### **General Manager, Nogales Division | 1998 – 2000**

### **Director, Manufacturing Engineering | 1996 – 1998**

Led manufacturing engineering, operations, quality systems, and new product introduction initiatives across North American operations.

### **Key Achievements**

- Managed a 300+ employee manufacturing operation in Mexico including production, supply chain, and quality systems.
- Increased production output by 35% while reducing operational overhead by 18%.
- Achieved ISO 9001 certification through implementation of enhanced quality systems.
- Reduced logistics and material costs through cross-border supply chain improvements.
- Improved new product introduction timelines by 25%.
- Implemented LEAN operational systems generating annual savings exceeding \$1M.
- Introduced automated assembly, testing, and validation systems improving product reliability.

## **EARLIER CAREER EXPERIENCE**

Held progressive engineering, manufacturing, consulting, and operational leadership roles with:

- Motorola Information Systems
- CTM Consulting
- Spar Aerospace
- British Aerospace
- Marconi Space & Defense
- Burroughs Business Machines

Contributed to advanced manufacturing, aerospace, satellite communications, automation, operational excellence, manufacturing engineering, and continuous improvement initiatives including Intelsat/Comstar satellite programs and the Canadarm aerospace program.

## **MAJOR CLIENTS & INDUSTRIES SERVED**

### **Enterprise & Industrial Clients**

Procter & Gamble | Citibank | British Airways | Baxter | Royal Canadian Mint | GE  
Marconi | Glaxo | Inland Steel | Grote Industries | Eveready Battery | A.O. Smith | J.M. Schneider | Tectrol | Tiercon

### **Areas of Expertise**

- Operational Excellence & LEAN Transformation
- Manufacturing Modernization
- Industry 4.0 & Smart Manufacturing
- Supply Chain & Global Sourcing
- Reshoring & Manufacturing Strategy
- ERP & Process Integration
- Executive Coaching & Leadership Development
- Technology Transfer & Automation

## **EDUCATION**

### **Master's Degree in Management Studies**

Bristol Polytechnic, England

### **Degree in Electronic & Manufacturing Engineering (HND/C.Eng.)**

Bristol Polytechnic, England

### **British Engineering Apprenticeship Award Program**

British Aerospace

## **PROFESSIONAL AFFILIATIONS**

- Society of Manufacturing Engineers (SME)
  - Toronto Chair
  - SME President's Award Recipient
- Associate Professor (Part-Time) Sheridan College — Advanced Manufacturing Program
- Advocate North American Reshoring Initiative & Take Back Manufacturing Forum

## **AUTHORSHIPS & THOUGHT LEADERSHIP**

### **Published Books**

**Cycle Time Management: Fast Track to Time Based Productivity Improvement**

Co-author of a foundational publication on cycle-time reduction and operational productivity improvement.

**Take Back Manufacturing: An Imperative for Western Economies**

Published in Canada in 2022 advocating reshoring, advanced manufacturing, and industrial competitiveness.

**Industry Contributions**

- Published articles on LEAN Manufacturing, reshoring, advanced manufacturing technologies, operational improvement, INDUSTRY 4.0.
- International speaker and workshop facilitator on manufacturing competitiveness and operational excellence.
- Advisor and educator supporting manufacturing modernization initiatives.