

# DARREN REINIGER





Business & Operations Consultant  
Senior Leader (Fractional/Interim)  
Project Manager

## PROFILE

### CLARITY IN MOTION

I help SMBs align strategy, leadership, and execution through data and structured processes – accelerating growth while strengthening operations. Whether leading a transformation, designing a BOS, or mentoring leadership, I specialize in quickly getting up to speed, identifying what matters most and driving focused execution. I draw on cross-industry experience and translate it into sustainable solutions. My approach blends structured adaptability, grounded leadership, and a focus on performance.

## CONTACT

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## BUSINESS EXPERIENCE

### DELIVERING ON-TIME, ON BUDGET, QUALITY RESULTS

- Successfully oversaw brownfield expansion and acquisition resulting in a doubling of the segment's revenue
- Led multiple growth initiatives, providing multimillion-dollar increases in annual revenue
- Supported a manufacturing company during COVID in downsizing and rescaling of operations while realizing a 15% improvement in net income
- Planned a successful upgrade, transition, and build out overseas of an in-house Manufacturing line

### BUILDING INSIGHTS INTO AN ORGANIZATION'S PERFORMANCE

- Enhanced organization performance by cascading company goals with a new Balanced Scorecard & KPIs and a revamped performance management system
- Created analytical tools to sift through data warehouses and identified a new pricing model leading to a +8% profit margin
- Overhauled company operating system, including organization redesign, strategy development, goal deployment and new KPIs

### CROSS SECTOR EXPERIENCE

- Able to port best practices across a variety of industries
- Ability to ramp up in any industry or role rapidly to deliver expedited results
- Leverages technology background to facilitate communications and solutions between IT and Operations
- Manufacturing experience – Aerospace, Food, Hydraulics, Glass Fabrication, Technology
- Experience in Healthcare, SaaS, Retail, Telecommunications, Agency, Call Centers
- General Management and Divisional leadership

## PROFESSIONAL SKILLS

- Business Operating System (BOS)
- Strategy Development & Goal Alignment
- Balanced Scorecards, OKRs, & KPIs
- Fractional/Interim Senior Leadership
- Project Management
- Change Management – ADKAR, 8 Steps
- Process Improvement & Lean Six Sigma
- Data Mining & Analysis – SQL, BI

## CREDENTIALS

**BSc – Physics and Computer Science,**  
Dalhousie University

- Lean Six Sigma Green Belt
- Project Management
- HBS – Strategy Execution
- Member – Canadian Association of Management Consultants
- Member – TechAlliance