

# DAN SANDERSON

| dan@consulting-catalyst.com | (785) 614-2073 | consulting-catalyst.com |  
| P.O. Box #80, Grimes, IA 50111 |

## PROFESSIONAL EXPERIENCE

CATALYST MANUFACTURING, LLC

Marion, Iowa

*Owner*

October 2012 – Present

- Successfully implement different software types (ERP, engineering, production planning, accounting, operations, project management) in 20 different manufacturing companies ranging from 10 to 120 employees
- Consult with customers to identify machinery needs, confirm capacity requirements, and negotiate sale
- Identify areas within the organization to remove or reduce bottlenecks and streamline processes
- Provide Services in all areas of the company, including sales/estimating, engineering, project management, purchasing, plant management, and executive management
- Research production flow, optimize facility layouts, resource allocation, and production processes
- Identify cost-saving opportunities and conduct ROI calculations, time studies, and change management
- Wood Industry 40 Under 40 recipient in 2017 from Woodworking Network

CUSTOM WOODWORKS, LLC.

Sioux City, Iowa

*General Manager*

March 2025 - September 2025

- Oversaw day to day operations of the business and its departments ensuring performance and productivity were met.
- Developed operational policies and procedures to meet expected standards and continue to improve upon them.
- Created and implemented business strategies to achieve growth and profitability goals.
- Implemented and operated a sales and estimating forecasting system to more accurately predict workload and sales needed at what timeline.
- Trained managers of several departments in performance of their roles as well as how to train those that report to them.
- Developed department lead system, functional roles, and reporting structure.
- Implemented accurate time tracking and job costing system and processes.
- Implemented inventory management system and processes.
- Implemented production scheduling system while improving on-time delivery and customer satisfaction.

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EUROSOFT, INC.

Charlotte, North Carolina

*Director of Business Development*

March 2024 - March 2025

- Developed and implemented strategies to drive revenue, expand market presence, and achieve long-term growth goals.
- Researched adjacent markets and identified areas of opportunity to utilize our company's products and skill set for expansion.
- Built and maintained relationships with key clients, developing scopes of work for capital development projects and communicating client needs to programming staff.
- Identified industry representatives for strategic partnerships and negotiated re-sale and referral agreements.
- Created, oversaw, and negotiated sales contracts as well as follow through on sales opportunities.
- Created video marketing materials. Oversaw print marketing materials and advertising campaigns.

WOODCRAFTERS

Marion, Iowa

*President / CEO*

August 2020 – August 2023

*Vice President*

March 2016 – August 2020

- Defined and communicated organizational growth plan to approximately 40 staff and Board Members
- Oversaw sales and estimating of manufacturing facility producing \$7.0 million in commercial casework
- Identified exit strategy for previous ownership and executed over a 3-year period, tripling gross revenue
- Hired, trained, and led Director of Operations in the process of identifying, training, and growing department leadership in all areas of the business
- Monitored weekly, monthly, quarterly production volume and identified areas for growth through cross-training and optimizing department work loads
- Hired and led Director of Development in identifying company engineering standards, documenting, and upholding them

QUEST ENGINEERING

Richfield, Wisconsin

*Director of Engineering*

August 2014 – March 2016

- Developed, documented, and maintained engineering standards using AutoCad and Microvellum to ensure consistent and accurate documentation throughout the organization
- Hired, trained, and managed engineers in the use of AutoCAD and Microvellum software monitoring performance and guiding improvements where needed
- Created product catalog in Excel with approximately 1,500 individual skus for estimating and sales staff order input
- Developed and maintained product library in Microvellum, matching product catalog
- Created multiple custom products and “wizards” using unique variables, prompts, tokens, etc... for fast and accurate work order creation by engineers
- Implemented material handling system and automated machining, identifying and assisting with communication conflicts with engineering software

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## MICROVELLUM SOFTWARE

*Account Manager*

*Service Provider*

Central Point, Oregon

March 2014 – March 2015

March 2015 – January 2016

- Managed all sales aspects for new, and existing customers, across 8 states in the mid-west.
  - Handled a significant amount of support for existing, and new customers.
- Trained customers in the use of AutoCAD and Microvellum software.
- Trained Microvellum employees, and customer employees, in methods for training future users of the software.
- Assisted in the configuration of customers' libraries based upon fabrication methods and needs.
- Assisted in the specification and implementation of technical equipment required to utilize the software including Servers, PCs, SQL Databases, etc...
- Assisted with the connection to production machinery and troubleshooting of issues encountered.
  - Excelled in the communication between end users and software developers.

## WOOD SPECIALTIES

*Engineer*

Omaha, Nebraska

February 2012 – April 2023

- Customized Microvellum library to match plant production methods
- Interpreted architectural drawings, and customer requests, to prepare drawings used for production
- Created conceptual drawings for submission to, and approval from, customers and customer representatives
- Value Engineered unique pieces of furniture and millwork to meet aesthetic requirements while also maintaining budget and production timelines
- Produced documentation and files required for complete production of products through various machinery and departments
- Trained machinery operators in standard procedures including operation of machinery, department organization, and maintenance

## MID-AMERICA COUNCIL, BSA

*District Executive*

Omaha, Nebraska

February 2010 – February 2012

- Selected, recruited, and trained regional level scout leaders in the recruitment and training of local scout leaders and volunteers
- Raised in excess of \$1.0 million through the "Friends of Scouting" campaign at both the local unit level, and through local businesses
- Maintained a registered youth membership in excess of 10,000 members
- Ensured youth program and volunteer training activities remained within budget
- Represented the Mid-America Council in communications with the local Latter Day Saints community

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## PROJECT SOLUTIONS, LLC

Boynton Beach, Florida

*Engineer*

December 2007 – December 2009

- Interpreted architectural drawings of extremely high-end residential projects and relayed production information in the form of drawings to various trades
- Engineered furniture, millwork, and custom fixtures to meet aesthetic requirements while accounting for production capabilities
- Expanded and maintained company “dynamic block” library for improved location and ease of use by engineers
- Resolved production problems if encountered by sub-contractors in order to meet customer deadlines
- Assembled door and hardware schedules for residential properties with average opening count exceeding 100 openings
- Received and verified opening hardware and fixtures while managing required plating and finishing

## EDUCATION

### PITTSBURG STATE UNIVERSITY

Pittsburg, Kansas

*Bachelor of Science in Technology, Wood Product Manufacturing*

December 2007

- AWFS Fresh Wood Competition Finalist, 2007

## PROFESSIONAL ORGANIZATIONS

### ARCHITECTURAL WOODWORKING INSTITUTE, IOWA-NEBRASKA CHAPTER

Grimes, Iowa

*President*

2023-2024

## SKILLS

- Microsoft Office
- AutoCad (10+ years)
- Microvellum (10+ years)
- Mosaic (4+ years)
- KCD (6+ years)
- Opti-Planner (2 years)
- BlueCell (5 years)
- Salesforce (5 years)
- Quickbooks (7 years)
- Biesse Works/B-Solid (8+ years)
- Procore/Submittal Exchange (4 years)
- Innergy (8 years)
- ConstructConnect (4 years)
- ZoomInfo (2 years)