



Alan Yuan's background is centered in Engineering focused on Process Efficiency, Manufacturing Quality, and Product Marketing & Sales. Born in Ohio and living 8 years in China, Alan looks to heightened the technical aspect of MDB business operations as well as facilitate collaboration between operational entities.

Alan was developed through Eaton Corporation's Leadership Development Program for Operational Engineering (LDP-OE). LDP-OE is a multi-year program designed to give candidates maximum exposure and experiences to build the future pipeline of company leaders.

Yuan was a Product Manager at Eaton for 5 product lines totaling \$42.5M of sales. In his role he was able to beat top profit plan line sales by \$3.2M and bottom line profit plan sales by \$3.1M. This was accomplished through increasing product visibility by collaborations with the company's marketing and channel partners as well as identifying a new market need and launching a new line of products. In this role Yuan worked closely with global teams in EMEA and Brazil where his products were manufactured.

He has worked as an Industrial Engineer in Youngsville, NC where he launched and redesigned a manufacturing assembly line with China project teams generating \$4M in mature year sales resulting in a 25% cycle time improvement and 200% capacity increase. He then moved to become a Quality Engineering Supervisor at Eaton's Power Quality Raleigh, NC site. There he ensured production quality metrics for key customers including Microsoft, Facebook, and Google as well as improved First Pass Yield metrics from 49% to 85% within 8 months on a new key production line and was recognized by plant leadership for accomplishing quality goals at record time. He is currently a Senior Sales Engineer establishing and growing the customer base in Los Angeles & Bakersfield, CA. In this role he has won over \$5M of business by collaborating with customer's engineering teams as well as differentiating Eaton through product features, quick & thorough responses, and reduced lead times.

Yuan holds a bachelors degree in Industrial & Systems Engineering from The Ohio State University.