

Janis Kukainis

Product Manager

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About Me

I have twelve years of experience in project management, product development, business development, and operations management. I have managed trades in the construction of 40,000-ton ships and have led teams of up to 1,500 people at Amazon shipping hundreds of thousands of packages a day to customers. My passion is identifying areas of opportunity, and developing and implementing creative solutions to improve safety, engagement, quality, and productivity. In my personal life, I take great pride in my Latvian heritage, and am the Chairman of the Board for the largest non-profit Latvian cultural center outside of Latvia.

I am most skilled in: Operations Management , Product Development , and Process Improvement .

Experience

Talented.app

talented.app

Product Manager

July 2019 - Present

Talented builds digital products for big enterprise and fast growing startups with a focus on Data Science.

I joined Talented because I fell in love with the vision, and after seeing the quality of work, knew they had an edge in software development and data science. Since joining Talented I have helped define our strategy, developed business opportunities, served as a product manager creating digital products for clients, completed a pricing analysis, and have worked to improve our online marketing presence.

Amazon.com

www.Amazon.com

Area Manager | Operations Manager | SR Operations Manager

July 2013 - June 2019

Amazon.com, Inc., is a technology company that focuses on e-commerce, cloud computing, digital streaming, and artificial intelligence.

I spent 6 years in Amazon operations and have experience leading teams in inbound, outbound, learning, and quality roles. During my time I worked in three separate building types including traditional sortable, cross-dock, and Amazon Robotics. I was best known for my ability to dive deep into data, identify the problem, think big about a solution, and deliver process improvements which drove results.

Apple

www.apple.com

Operations Intern

June 2012 - August 2012

Technology company headquartered in Cupertino, California, that designs, develops, and sells consumer electronics, computer software, and online services.

During my time at Apple I managed internal cross-functional teams and contractors in a successful new product manufacturing launch. I worked with suppliers and internal teams to ensure machine quality testing supported planned manufacturing goals. Additionally, I implemented quality control processes that reduced testing qualification time for Chinese suppliers who manufactured \$2M of components during my internship.

General Dynamics, NASSCO

<https://nassco.com/>

Production Manager | Business Development Manager

2009 - 2011

Largest full-service shipyard (design, repair, and construction) on the West Coast of the United States located in San Diego, CA.

Completed strategic growth and market assessments gaining Executive Leadership support for an \$8B US Coast Guard business opportunity. Once approved, I led a two-year effort to create and implement our strategy, develop customer relationships, and identify requirements. As part of this effort I lead an international engineering team to create a ship concept design, leveraging Korean engineering efficiencies and reducing concept design costs by \$300K.

General Dynamics, NASSCO

Production Manager

2005 - 2009

Managed trade departments, contractors and support organizations in the construction of two ships totaling 180K man-hours of work. Analyzed performance data identifying major rework cost drivers and implemented procedures reducing rework by \$1M. Managed a team of trade personnel and subcontractors in a one-year, 7,000 man-hour project to install and test new state of the art refrigeration systems. Reduced subsequent hull rework costs by \$19M. Initiated and led process improvement teams reducing process times, materials and labor costs by \$168K.

Education

Massachusetts Institute of Technology

MBA

2011 - 2013

Elected Sloan Senate Representative for 64 classmates | Exchange student University of Navarra IESE Business School in Barcelona, Spain

At MIT I focused on business and operations courses to add to my technical training in engineering. I continued to focus on leadership and was elected to the Sloan Senate. Between my first and second year I interned at Apple, but ultimately took a role at Amazon as it offered me the opportunity to have direct reports and learn operations management from the ground floor.

United States Merchant Marine Academy

Bachelors of Science in Engineering and Shipyard Management

2000 - 2005

Cum Laude Graduate | Drill Instructor | Squad Leader | Platoon Commander

USMMA offered me the opportunity to not only improve my quantitative acumen through a degree in Marine Engineering, but also hands on experience in leadership, business management, and operations. I spent 250 days at sea learning ship operations, completed a 50 day internship at Newport News Shipyard, and served as a Drill Instructor for incoming midshipmen, and Squad and Platoon Commander responsible for the academic and regimental success of underclassmen and peers.

A Little More About Me

Alongside my interests in technology and operations some of my other interests and hobbies are:

- LT USNR (Honorable Discharge)
- Chairman of the Board, Latvian Center Garezers
- All things Latvian to include folks singing and dancing, arts, food, etc.
- Exercise/Skiing/Kite Surfing
- Current events

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