

Robert C. Wesley Benedict, Jr.

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Executive Director • Sold Business • M.B.A. • Engineer

PROFESSIONAL EXPERIENCE

2009 – 2011 & 2013 – present

Executive Director – Libertarian National Committee, Inc.

Alexandria, VA

- Directed the business and staff of the national headquarters of the third largest political party in the U.S. The LP had 50 state affiliates, hundreds of local affiliates, and 12,000 members.
- Increased number of candidates from 593 in 2008, to 804 in 2010, and 738 in 2014. Managed media relations, wrote press releases and arranged interviews for self and others for print, radio and television. Quoted in numerous national press outlets including the Wall Street Journal, Washington Post, CNN, and Fox News.
- Grew revenue from \$1.08 million in 2009 to \$1.61 million in 2014. Increased monthly pledge revenue from \$20,500 to \$28,500 per month.
- Editor of the print newsletter LP News, wrote fundraising appeals, managed content for website LP.org, and managed social networking sites Facebook and Twitter.
- After leaving to found PACs, asked to return in 2013.

2012 – 2013

President – Libertarian Booster PAC

Baton Rouge, LA

- Co-founder, President, and Treasurer of PAC to help Libertarian campaigns in Texas.
- Raised \$155,000 in first year.
- Helped 46 candidates with 34 campaign websites, 2,890 yard signs, 3,445 stickers, 2200 business cards, and helped file campaign finance reports.

2012 – 2013

President – Libertarian Action Super PAC

Baton Rouge, LA

- Co-founder, President, and Treasurer of federal PAC to promote Presidential candidate.
- Raised \$169,000 in 9 months from 916 contributors.
- Designed and shipped 80,000 door hangers, 30,000 bumper stickers, 3,900 yard signs, 28,000 postcards, and made 281,000 robocalls.

2004 – 2008

Executive Director – Libertarian Party of Texas (LPT)

Austin, TX

- Broke records and made Texas the best performing state Libertarian Party (LP) chapter by most measures, against a trend of declining performance of the LP nationwide.
- Recruited a record 173 LP candidates for office in Texas for the November 2008 elections, which was 29% of the nationwide LP total.
- While Texas has 8% of U.S. population, LPT candidates in 2008 received 28% of the U.S. House and 44% of the State Representative votes received by Libertarians nationwide.
- Libertarians known elected to nonpartisan offices in Texas increased from 2 to 8.
- Increased LPT donor base from under 300 in 2005 to over 900 in 2008 using direct mail, constituent database management, Constant Contact email broadcast service, online processing with Click&Pledge and PayPal, phone appeals, one-on-one conversations, and fundraising events.
- Wrote highly successful fundraising letters and emails.
- Raised \$244,000 for the 2007-2008 election cycle for TX, which was more than CA, FL and NY combined (which comprise 24% of U.S. population).
- Wrote press releases, appeared on numerous radio and television shows, appeared in newspapers; publicly debated and spoke to community groups.
- Designed marketing materials including yard signs, door hangers, brochures and stickers.
- Designed instruction forms, trained candidates, and assisted them with filing campaign finance reports with the appropriate government agencies, and helped them contest fines.

- 2000 – 2003 President/CEO – Custom Quality Marble, Inc. Austin, TX**
- Bought 1/3 of a turnaround opportunity, fixed it up successfully, and sold it. The business manufactured, sold from its showroom, and installed kitchen and bath synthetic marble countertops, showers and tubs. Sales were to new construction and remodeling markets.
 - Company housed in a 10,000 square foot building with up to 20 employees.
 - Carried out hundreds of improvement projects to cut costs, improve quality and service, raise prices, and grow sales from \$900k to \$1.2 million. Company and land sold for \$1.2 million.
 - Key projects included cleaning up and organizing the manufacturing area by giving every tool and supply a designated place, implementing preventive maintenance and check lists, and creating a supplies inventory control and purchase order system.
 - Contracted for a business and property valuation, negotiated a Purchase Agreement and Buy-sell Agreement, bought out of a License Agreement as exit strategy preparation, and renewed air emissions permit with the TCEQ.
- 1998 – 1999 Consultant – PricewaterhouseCoopers, LLP Atlanta, GA**
- Modeled and analyzed inventory and demand and for a worldwide consumer products retailer to consolidate warehouses.
 - Implemented standard work measures with visuals to boost productivity for a medical products manufacturer. Implemented pilots in 3 plant locations, boosting productivity 11% in one pilot and 40% in another.
 - Call center support for internal project to bring managers in compliance with SEC independence regulations for stock and mutual fund ownership.
- 1997 Summer Intern – Intel Corp. Hillsboro, OR**
- Performed industry analysis of the enterprise server market.
 - Designed configure-to-order assembly process and plant layout.
- 1995 – 1996 Advanced Manufacturing Engineer – 3M Sarns Ann Arbor, MI**
- For the TCM electro-mechanical device used in open-heart surgery, issued ECN's, made design changes to reduce part count, updated bill of materials in PRMS production control system, closed complaints. Led team to reduce lead times and cycle times in machine shop.
- 1992 – 1995 Manufacturing Engineer – 3M Company St. Paul, MN**
- In the Optimized Operations rotational program, worked on teams in manufacturing plants using Just-In-Time, cellular manufacturing, six sigma and lean manufacturing techniques to improve productivity, quality, and delivery. While based out of St. Paul, most time was in plants around the U.S. and included 6-month projects in **South Africa** and **Italy**.
 - For a furniture plant, led team of 2 corporate engineers and 2 plant employees, implemented work cells to reduce cycle time 25%, material travel 30%, labor 25% (head count reduction of 11).
 - Designed focused factory layout for tape production. With rest of team, designed layouts for all products to reduce space and consolidate two sites in South Africa into one. Management accepted proposal to write AFE for \$3.4 million with \$1.7 million projected annual savings.
 - For a surgical drills and saws plant, changed from a job shop layout to a product group layout and reduced assembly lot sizes from batches of 24 to one at a time for reduced lead times, scheduling flexibility, rapid quality feedback, and productivity improvement.
 - Reduced changeover time 50% for a polyester film extrusion line in Italy, resulting in \$243,000 annual savings.

EDUCATION

- 1996 – 1998 University of Michigan at Ann Arbor Ann Arbor, MI**
- M.B.A. and Masters of Engineering in Manufacturing.
 - M.B.A. program ranked #2 in nation by *Business Week* magazine in 1996.
- 1986 – 1991 University of Texas at Austin Austin, TX**
- B.S. in Mechanical Engineering.