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SKILLS

- Dynamic leadership
- Strategic planning
- Change management
- Public speaking
- Mentorship
- Growth mindset
- Product development
- Operations management
- Team leadership
- Legal negotiation
- Cost reduction
- Revenue growth
- Strategic visioning
- Sales and marketing
- Media relations
- Financial management

Keith Bobrosky

PROFESSIONAL SUMMARY

Accomplished leader with a proven track record at Delta Scientific Corporation, achieving record net profit margins and launching six innovative products. Expert in strategic planning and dynamic leadership. Transformed production efficiency and reduced warranty costs, driving significant growth and operational excellence. Forward-thinking president with several-year record driving needed change in operations. Equipped to transform teams at all levels to maintain responsiveness and meet operational challenges head-on. Tactical leader with a diplomatic nature and a tenacious approach. Visionary President known for high productivity and efficiency in task completion. Skilled in strategic planning, leadership development, and financial management. Excels in communication, problem-solving, and decision-making to achieve organizational goals. Committed to fostering teamwork and innovation for sustained success.

CAREER EXPERIENCE

January 2021 - Current

President Delta Scientific Corporation

- Responsible for record net profit margins of over 30%.
- Brought to market six new products across three different market sectors.
- Leveraged capital to eliminate all product delays during historic US shortages.
- Improved production throughput rate by 25% with company paradigm shift to automation.
- Reduced warranty costs by 50% with reformed quality plan.
- Effectively managed a multi-million dollar operating budget.
- Developed core values plan and implemented company-wide.
- Absorbed all responsibilities of Senior Vice President – eliminating the position below.

January 2018 - December 2020

Senior Vice President Delta Scientific Corporation

- Orchestrated all daily operations including but not limited to Sales / Marketing, Project Management, Engineering, Production, Accounting, Contracts.
- Improved production efficiency 30% with production floor overhaul.
- Safely and productively navigated through the COVID pandemic – never closed.
- Successful company outcomes for all legal negotiation and litigation matters.

August 2016 - December 2017

Vice President Sales Delta Scientific Corporation

- Grew gross sales by 100% with fewer sales reps by empowering team with autonomy.
- Established all new accounts and entrusted management to regional managers.

January 2011 - July 2016

Sales Manager Delta Scientific Corporation

- Managed a team of 4-6 experts covering the US responsible for over \$20M annual sales.
- Established and initiated nationwide corporate trade show program, currently in operation.

June 2007 - December 2010

Senior Project Manager/ Applications Engineer / Sales Delta Scientific Corporation

- Led gross sales monthly and each year end. \$500k to \$2M monthly average.
- Engineered sole source system for FBI, maintaining exclusivity since 2010.
- Designed and implemented innovative features to enhance operational efficiency.
- Conducted ongoing evaluations to ensure system performance and user satisfaction.
- Exclusively handled US Army and Air Force ACP Special Projects.
- Construction Project Management of dozens of multi-million dollar installation projects.
- Traveled coast to coast to develop new clients and analyze sites for product applications for: DOS, DOD, DOE, Petrochemical, Aerospace, US Courthouses, etc.

EDUCATION

B.S. | Marketing

California State University Northridge

GPA: Cum Laude

HOBBIES AND INTERESTS

- Family
- Fitness
- Competitive Strength Athlete
- High Sierra Hiker
- Youth Soccer Coach

REFERENCES

Professional career portfolio and references available upon request.