

Sullivan Bares

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Project Management and Product Development

PROFESSIONAL SUMMARY

Project and product development leader with experience managing research and development (R&D), manufacturing expansion, and product launches across medical devices and military and law enforcement equipment. Coordinates engineering, marketing, sales, and external partners to move products from concept through launch. Delivers measurable improvements in time to market, production capacity, and operating costs.

CORE SKILLS

Project Management, Product Management, New Product Development, Product Launches, Cross-Functional Team Leadership, Stage-Gate Processes, Facility Expansion, Manufacturing Automation, Vendor Management, Demand Forecasting, Change Management, Continuous Improvement

PROFESSIONAL EXPERIENCE

High Speed Gear Products Group / Blackpoint Tactical

Research and Development | November 2024 - Present

- Lead R&D integration for Blackpoint Tactical, Crucial Conceal, and Comptac within High Speed Gear Products Group, forming product development teams and establishing stage-gate processes from concept through launch.
- Lead development of Axon T10 TASER SMART holsters for the Queensland Police Service in Australia, supporting an exclusive contract that expanded international market share and generated 93% revenue growth within five months.
- Directed construction of the Alpharetta branch facility, bringing operations to full production capacity three months ahead of schedule.
- Manage development and launch of the Enhanced Duty Holster, a Level 2 duty holster with modular SLS-printed light shims; coordinate marketing campaigns to strengthen product visibility.

Specialty Appliances

Project, Product, and Vendor Management Functions | May 2015 - January 2024

Project Management and Organizational Change

- Managed laboratory and manufacturing expansion projects, including construction of two facilities over 15 months with automation technology that quadrupled production capacity.
- Implemented Magic Touch Software across headquarters and two acquired laboratories, improving data management accuracy within four months.
- Contributed to change management and safety committees during acquisitions, supporting laboratory integration, scalable communication channels, and stronger safety protocols.

Specialty Appliances Continued

Product Development and Manufacturing Improvement

- Reduced product time to market by 50% by coordinating engineering, marketing, and sales teams and integrating 3D printing and artificial intelligence into R&D.
- Improved Clear Image Aligners by introducing resin 3D printing to eliminate layer-line ridges and enhance fit and comfort, achieving 97% customer satisfaction within six months.
- Implemented robotic aligner trimming to reduce labor costs and provide custom scalloping for thermoformed appliances at no additional cost to customers.
- Led development of metal 3D-printed expansion, distalization, and Class II orthodontic appliances, improving durability, fit, and patient experience while reducing labor costs.
- Collaborated with AOS Micro, JawDraw, Lux Creo, Ortho-Automation, Great Lakes, and Dentaaurum to develop proprietary production technologies.

Vendor Management and Facility Improvement

- Achieved 15% savings through seasonal demand forecasting for orthodontic materials, enabling bulk purchasing and reducing expedited shipping costs.
- Reduced power consumption by 30% within six months by implementing energy-efficient laboratory lighting.

TECHNICAL SKILLS

Business and Operations Software: Jira, Magic Touch Software, QT9

Design Software: SolidWorks, Autodesk Fusion, CorelDRAW

Manufacturing Technologies: Resin 3D printing, selective laser sintering (SLS), metal 3D printing, robotic aligner trimming

Artificial Intelligence Tools: ChatGPT, Claude

EDUCATION

Bachelor of Business Administration

University of North Georgia