TROVEN
PROVEN ACROSS THE BOARD

MIKE MINOGUE P.Eng., MBA

Executive Leadership & Business Consulting

Guelph, Ontario • 226-220-7295 • mikem@troven.ca • troven.ca/edge

EXECUTIVE PROFILE

Founder & Principal Advisor at Troven Inc. with more than 25 years of industry experience across manufacturing, engineering, technology and operations. Brings executive P&L responsibility, commercial leadership and hands-on automation experience to consulting and operating engagements.

HOW WE HELP

Fractional & Interim Executive Leadership. Provide GM, CEO, COO and VP-level leadership during transitions or when teams need additional executive capacity.

Business Scalability & Growth. Build management capacity, clarify accountability and put processes in place so the business can handle growth.

Operational Excellence & Transformation. Improve manufacturing, quality and delivery through process redesign, resource planning and continuous improvement.

AI & Digital Transformation. Use AI, automation and connected systems to reduce manual work and improve decision-making.

Strategy & Commercial Growth. Set business priorities, develop revenue channels and define how teams will measure and deliver growth.

Business Integration & Transition. Maintain operating continuity through acquisitions, succession, leadership changes, restructuring and turnarounds.

SELECTED CAREER IMPACT

- Summit Water increased overall revenue 25%. Water treatment division revenue grew 50% in each of two consecutive years.
- ARGO doubled manufacturing output during global supply chain disruption.
- Christie Digital increased extended warranty revenue 64% and global service coverage 280% with 35% fewer staff.
- At Linamar, led the Caterpillar strategic manufacturing partnership and oversaw capital investment programs.

CONSULTING AND EXECUTIVE EXPERIENCE

Founder & Principal Advisor | Troven Inc. / Troven Edge

Guelph, ON • Current

Independent executive consulting and advisory practice focused on operating leadership for growth, integration and business transformation. Engagements are tailored to business outcomes, leadership capacity and practical implementation.

- Advisory work with a water treatment e-commerce business on a three-year growth and succession roadmap, leadership delegation and commercial capacity.
- Business advisor with the Business Centre Guelph-Wellington, supporting entrepreneurs with business planning, growth decisions and practical AI applications.
- Develops AI-enabled software and digital workflows, applying automation and systems integration to reduce administrative effort and improve execution.

General Manager | Summit Water

Cambridge, ON • 2023–2026

Held full P&L responsibility for a multi-division water solutions business, overseeing operations, sales, people, capital and board reporting.

- Increased overall company revenue by 25%. Water treatment division revenue grew by 50% in each of two consecutive years. Improved margins through direct international sourcing and volume commitments.
- Tripled Net Zero Water production capacity through dedicated manufacturing space and redesigned labour models.
- Secured network-wide vendor agreement with Water Depot through private-label product development, opening a scalable commercial channel.
- Implemented HubSpot CRM with Teams integration and developed an ERP-integrated B2B e-commerce platform supporting 1,200 dealers.
- Built a cross-functional leadership layer in a 40-person organization, clarifying accountability and enabling strategic growth initiatives.

Vice President, Operations | Ontario Drive & Gear / ARGO XTV

New Hamburg, ON • 2018–2023

Led operations for a recreational vehicle manufacturer with 150 employees, spanning manufacturing, supply chain, logistics, capital and workforce development.

- Doubled manufacturing output between 2019 and 2022 through shift expansion and targeted investment despite COVID supply constraints.
- Developed an in-house MRP system with Supply Chain and IT, improving inventory accuracy by more than 15%.
- Transitioned parts fulfillment to a third-party logistics model, reducing offsite warehousing costs 25% and enabling same-day shipping.
- Redesigned skills-based compensation and workforce development to address attrition and support scalable production.

EXECUTIVE EXPERIENCE CONTINUED

Director of Quality & Global Service | Christie Digital Systems

Kitchener, ON • 2016–2018

Led 54 employees in quality and global service at a global audiovisual solutions company, with accountability for warranty and operating budgets.

- Grew extended warranty revenue by 64%, raised service labour efficiency from 78% to 95%, and increased global service coverage by 280% with 35% fewer staff.

Director of Quality / Senior Service Manager | Christie Digital Systems

Kitchener, ON • 2012–2016

- Doubled new-product launch quality through field feedback loops. Established predictive reliability analytics, improving manufacturing process effectiveness 10%.
- Grew out-of-warranty service revenue 52% and profit 69% with flat staffing. Reduced repair lead time by more than 40%.

Director of Engineering | Santa Maria Foods

Brampton, ON • 2011–2012

- Led lean transformation across three production sites, redeploying 15% of hourly staff and coaching frontline teams to sustain standard work and continuous improvement.

General Manager, Traxle & Ariss Manufacturing | Linamar

Guelph, ON • 2010–2011

- Led the turnaround of two plants with more than 100 employees. Restored operational performance, secured new business opportunities and freed 30% of floor space.

Engineering Manager / Project Engineer | Linamar

Guelph, ON • 2004–2010

- Led a strategic manufacturing partnership with Caterpillar and oversaw capital investment programs. Established a TS16949 quality system that other facilities adopted.
- Developed manufacturing processes and plant layouts. Implemented lean methods and programmed robots and PLCs.

EARLY CAREER

Meikle Automation | Project Manager. Delivered a custom automation project on time and on budget.
ABB Robotics | Project Manager. Led automation projects, SAP ERP implementation and robotic validation programs for GM.

EDUCATION & PROFESSIONAL CREDENTIALS

MBA, Accounting | Wilfrid Laurier University, 2010
B.Eng., Systems & Computing (Honours) | University of Guelph, 2000
Professional Engineer (PEO) | Six Sigma Green Belt (Caterpillar University)

Recognition: Power to Perform Award (Linamar, 2008); Engineering Mid-Career Award (University of Guelph, 2012); Service Excellence Award (Christie Digital, 2016). Industrial Advisory Board, University of Guelph (2006–2015).