

Summary of Qualifications

Multifaceted leader driven to cut company costs and boost company revenue through innovative management techniques. Proven ability to optimize, prioritize, and execute successful initiatives and projects simultaneously. Performance improvement-oriented individual, able to effectively deliver solutions, manage complex initiatives, communicate appropriately, and drive actions and results.

Sales & Business Development

- Consultative Selling
- Prospect Identification
- Pricing Methodology
- Sales Process Improvement

General Management

- Project Management
- Capital Budgeting
- Profit & Loss
- Training & Development

Site Management

- Production Scheduling
- Fulfillment Strategy
- Health & Safety
- TPM & TQM

PROFESSIONAL EXPERIENCE

Sales Manager, WI 8/2015 to 10/2017

Direct a sales team of eight personnel with local, regional, and national coverage. Oversee strategic marketing plans, including lead generation, pipeline coordination, growth planning, and collateral creation.

- Led on-going organic growth initiatives, driving organic sales up 18% in the first year after implementation with a transition of focus to the plant.
- Championed account reorganization and lean process improvement projects in inventory management; packaging business unit recognized a margin increase of 6% in the first year and 25% YTD in 2017.

General Manager, PA 8/2010 to 8/2015

Provided oversight for manufacturing, supply chain planning, engineering, daily operations, staffing, budgeting, and resource allocation. Led development and deployment of practices based on quality and lean principles.

- Attained OSHA Voluntary Protection Program star site as official recognition of outstanding efforts in occupational health and safety. Guided site through three years of ISO quality recertification.
- Refined current staffing process of union facility to utilize hourly lead personnel instead of supervisory personnel.
- Orchestrated several process improvement projects for the site, including an operator challenge to increase production on main sheeting machines by 35%.
- Established a new process control procedure for increased accountability to the customer. After implementation, customer complaints subsequently decreased by over 20%.

Plant Manager, NJ 7/2007 to 8/2010

Managed and trained a team of 67 hourly, five supervisory, and four lead personnel across large plant.

- Identified opportunities to develop high-achieving personnel and implemented a supervisor development program to train personnel for leadership roles.
- Restructured , reducing costs of starch consumption by 20% and resulting in annual cost savings >\$275,000.
- Maintained OSHA Voluntary Protection Program star site.

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Partner & Fulfillment Manager, [REDACTED] New Castle, DE

3/2006 to 7/2007

Realized a new business opportunity to open a contract manufacturing center with another investor. Partnered with [REDACTED] use of warehouse and fleet of vehicles. Managed all plant operations, including production, payroll, quality, process design and implementation, EHS, and customer pricing.

- Coordinated all aspects of start-up, including pre-revenue research and development and project management.
- Supervised AIB certification through development of Quality and Safety systems.

ADDITIONAL EXPERIENCE

Production Manager, [REDACTED] [REDACTED] [REDACTED]

Managed seven direct reports and 61 employees across three shifts at the Doraville corrugator plant. Reactivated the safety committee for monthly safety audits to identify and improve processes.

Production & Fulfillment Manager, [REDACTED] Gettysburg, PA & Littlestown, PA

Led a team of 25 employees across two sites through full start-up of [REDACTED] plant. Directed site selection, capital equipment purchases and installations, staffing, and operations. Achieved record profits in the first year through process improvement projects for production and pricing redesign, labor management practices, and procurement strategy of raw materials.

Regional Manager, Engineering & Maintenance, [REDACTED] Biglerville, PA

Supervised 12 sites with an average annual capex budget of \$15M. Member of the [REDACTED] Maintenance improvement team. Activities included one-year traveling assignment to improve and standardize the maintenance processes in all manufacturing facilities.

EDUCATION & CERTIFICATES

Bachelor of Science, Electrical Engineering, [REDACTED], MI

Financial Reporting & Antitrust Responsibilities Certificate, [REDACTED], IN

Total Quality Management Certificate, [REDACTED] PA

COMMUNITY INVOLVEMENT

Junior Achievement, Board of Directors – [REDACTED], [REDACTED] WI

JA utilizes local business leaders to educate elementary, middle, and high school students on career and life preparation. Personal goals include promoting manufacturing as a career choice for local youth.