
SUMMARY

Highly Motivated and ambitious individual with vast experience in all facets of manufacturing; General Manager, with full P&L responsibility Sales Manager, Regional Engineering/Maintenance Manager.

EXPERIENCE

2015 August to current

WI Plant

SALES MANAGER

Responsibilities

- ◆ Sales for Plant
- ◆ Direct reports-8 Account Managers with local, regional and national customer base
- ◆ Commercial, consumer/retail, and custom packaging
- ◆ POP and displays/marketing programs; temporary, semi-permanent, and permanent

Achievements

- ◆ Sales growth of 18% through both organic and new business in first full year with sustained organic growth initiatives and transiting East Coast Sales all to plant
- ◆ Packaging segment margin growth of 6% in first full year and 25% (YTD) in 2017 through account rationalization, and improved order and inventory management.

2010 August to 2015 August

, PA – Converting Plant

GENERAL MANAGER

Responsibilities

Management of converting plant with 35 employees running a floor model utilizing hourly lead persons instead of supervisors. Responsibilities including but not limited to the following:

- ◆ Profit/Loss Statement
- ◆ Environmental Health & Safety
- ◆ Production and Maintenance (Reliability)
- ◆ Quality-Customer satisfaction
- ◆ Union Plant labor management

Achievements

- ◆ Safety: OSHA VPP Star site, Records of 489 and then 753 days OSHA recordables
- ◆ Increased production on main sheeting machines by 35% through dual web sheeting and a sustained, daily operator challenge process.
- ◆ Quality- ISO recertifications with no recommendations 3 years straight and reduced customer complaints by 23% from 2011 to 2012 with better process control and increased accountability
- ◆ Quarterly President's award 9 times (4 quarters in 2012). Award is based on 8 KPIs and overall profitability.
- ◆ Successfully negotiated new union contract

2007 July to 2010 August

NJ – Sheet

PLANT MANAGER

Responsibilities

Management of two corrugator sheet feeder plant with 67 hourly, 5 supervisors and 4 lead persons including but not limited to the following:

- ◆ Environmental Health & Safety
- ◆ Plant operation; Production and reliability
- ◆ Quality-Customer satisfaction

Achievements

- ◆ Safety: Successful OSHA VPP recertification with 5 best practices documented
- ◆ Management/People development-Identified 4 high achievers in the plant and developed with supervisor development and corrugated process training; all achieving supervisor level eventually.
- ◆ Process improvements/Cost reduction-Transitioned corrugators to straight pearl starch formula, reducing starch consumption from 2.2 lbs/msf to 1.7 lbs/msf resulting in annual savings in excess of resulting in:

- Quality- Reduced customer credits from \$10.37/\$1,000 in sales to \$4.40/\$1,000 in sales
- Waste-Reduced waste by almost .6% resulting in \$ [REDACTED] in savings in 2009.
- Record shipment month of 143 mmsf, record shift production of 303,000 lineal and 2.1 mmsf, record monthly production of 28,200 lin ft/hr with a short order mix (12,000 lin ft/wet end change, 2,000 lin ft/dry end change)

2006 March to 2007 July [REDACTED] [REDACTED] DE

Fulfillment Manager-[REDACTED]

Responsibilities

- ◆ Management of plant operation including but not limited to the following:
 - Sales & Customer Pricing
 - Production & Process design, reliability, payroll
 - Safety & Environmental
 - Plant certifications such as AIB. Personally developed Quality/Safety system to satisfy 2nd largest customers Food Grade certification and AIB standard certification.

2005 February to 2006 January [REDACTED] [REDACTED]

PRODUCTION MANAGER

Responsibilities

- ◆ Operations Management for [REDACTED] corrugator plant with 7 direct reports and 61 employees on three shifts and responsibilities including but not limited to:
 - Safety & Environmental
 - Production, quality, reliability, scheduling
 - Plant Shutdown-Market conditions dictated plant closure

Achievements

- ◆ Safety: Improved TIR from 10.25 to 2.2 by re-activating safety committee, thorough accident and near miss investigations, and monthly machine/department safety audits to identify unsafe conditions, procedures and behaviors.
- ◆ Increased average double-wall speed from 350 FPM to 500 FPM and single-wall top speed from 600 FPM to 750 FPM with some minor machine modifications and sustained operator challenge process.
- ◆ A sustained operator challenge process, set-up time reduction, improved maintenance, and increased order quantities contributed to 61% in crease in throughput on main Ward D/C and 31% on Martin Jumbo
- ◆ Completed plant shutdown safely and productively.

2003 January to 2005 January [REDACTED] [REDACTED]

PRODUCTION MANAGER

Responsibilities

Operations Management for [REDACTED] Plant with 25 employees

- ◆ Safety
- ◆ Operations-Responsible for all facets of plant operation and management including pricing, production, maintenance and environmental
- ◆ Operations Management for [REDACTED] Center
- ◆ Responsibilities listed under prior assignment.

Achievements

- ◆ Achieve profitability in first year through increased sales through [REDACTED] and [REDACTED] produced on better maintained machines, at higher speeds. Sales increased 2.5 times for the two plants.

2001-2003

[REDACTED] [REDACTED] / Northeast District
FULFILLMENT CENTER MANAGER / DISTRICT ENGINEER

Responsibilities

Manage Fulfillment Center operation with up to 90 permanent and temporary employees. Plant was a custom packaging operation with following responsibilities:

- ◆ Operations: Production, customer service, purchasing, safety, maintenance & inventory
- ◆ Pricing/Production; every project unique, requiring different production process. Designed production processes and provided pricing for customers based on these.
- ◆ Corrugated Project Management; Provide customer pricing on multiple component, corrugated and non-corrugated projects.
- ◆ Costing; track all production to determine profitability.
- ◆ District Engineer; continued duties, listed below, as District Engineer, but for twelve plants with an average annual capital budget of \$ [REDACTED].

Achievements

- ◆ Production and pricing process redesign, better labor management practices and raw material cost reductions contributed to a first month profit and record profit in month 10

1993-2001 [REDACTED] PA

PLANT ENGINEER/DISTRICT ENGINEER

Responsibilities

- ◆ Capital budgeting including ROI justification for four plants with average annual capital budget of \$ [REDACTED].
- ◆ Capital project management for district plants.
- ◆ Develop/Implement annual maintenance strategy for 12 district plants.
- ◆ Electrical troubleshooting.

Achievements

- ◆ Successfully started up new sheet plant including building location, equipment purchase/install/start-up, and process flow.
- ◆ Promoting capital budgeting process based on district marketing strategy.
- ◆ Assisted in purchase and integration of sheet plant into district.

1991-1993 [REDACTED] WI

FIELD SERVICE ENGINEER

Responsibilities

- ◆ Install, troubleshoot and train on OEM corrugated equipment, globally.

1985-1990 [REDACTED] MI

- ◆ BSEE w/minor in Spanish Internatinal Studies

Organizations/Certificates

- ◆ Board Member & Mentor-Junior Achievement [REDACTED]. JA utilizes local business leaders to present programs to area middle and high school students on the many different career opportunities available.
- ◆ Financial Reporting Responsibilities-[REDACTED] & Ethics Dept
- ◆ Antitrust Responsibilities-[REDACTED] & Ethics Dept
- ◆ TQM-Total Quality [REDACTED] University
- ◆ TPM-Total Productive Maintenance-[REDACTED]
- ◆ Core member of Maintenance Improvement Team with the task of restructuring every plant ([REDACTED] not just district) maintenance process to increase the Overall Equipment Effectiveness (OEE).
- ◆ Dale Carnegie

EDUCATION

