

RESUMÉ

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PROFESSIONAL PROFILE:

- High-performing executive with expertise in machine building and packaging operations with a focus on optimizing organizational processes and infrastructure to maximize business results in sales, manufacturing and service operations
- Verifiable year-after-year success achieving revenue, profit, and business growth objectives within start-up, turnaround, and rapid-change environments
- Extensive experience with highly engineered packaging systems, requiring an in-depth understanding of critical business drivers in multiple markets and industries
- Successful in building relationships with Team Members and seizing control of critical areas allowing for complete Team motivation
- Customer-focused and performance-driven
- Track record of delivering optimal results in high-growth environments through initiatives that exceed operational performance targets and yield measurable outcomes:
 - operational improvements
 - reduced tactical-planning cycle time
 - reduced product-development time
 - cost reductions through improved process performance
 - productivity gains
 - revenue growth

AREAS OF EXPERTISE:

- Team Leadership
- Project Planning/Execution
- Customer Satisfaction
- Operational Process Analysis
- Negotiation, Persuasion, and Communication
- Strategic Planning and Leadership
- Lean Manufacturing
- Six Sigma Methodology
- Training and Leadership Development
- Process Redesign
- Performance Management
- Continuous Improvement of Operational Processes
- Revenue Goal and Growth
- Productivity and Efficiency Improvement

PROFESSIONAL EXPERIENCE:

- Organizational Design and Development
- Operating Infrastructure
- Problem Solving
- Decision Making
- Analytical Review
- Planning and Deployment of Operational Assets

President, The *Pi Technologies Group*, Sarasota, FL, 1996 to Present

- Founder and majority owner of the **PROFILE®** Packaging, Inc. division of ***Pi Technologies Group***
- Designed and wrote the initial ERP Manufacturing and Accounting Software used to run the business from 1996 through 2001
- Hired and trained Team Members in all company departments with the exception of accounting
- Worked with, and took responsibility for, the implementation of the new Macola Exact ERP Manufacturing and Accounting Software used in the business from 2001 to the present
- Wrote all Division, Department, and Company Protocols, Handbooks, and Standard Operating Procedures still in use today
- Assisted in realizing the incredible Revenue per Employee figures that have varied between \$875,000.00 per employee to as high as \$1,680,000.00 per employee (Machine manufacturing counterparts are considered extremely successful with Revenue per employee numbers in excess of \$150,000.00 per employee).
- Instrumental in taking the ***Pi Technologies Group*** from a startup company to over \$42,000,000.00 in annual revenue
- Strong focus on the engineering and technical aspects of The ***Pi Technologies Group***
- The **PROFILE®** Packaging, Inc. and ***Pi Technologies Group*** Company Awards include but are not limited to: AMERISTAR Packaging Judges Award, Package of the year winner, Top 25 Products of the Year, Hot Products Award, Technology of the Year Award, Tampa Bay Rising Star Award (x3), Florida Fast 50 Winner (x2), Finalist Deloitte & Touché 500, Best After Sales Service Company Award, Sarasota Top 10 Winner, Florida Fastest 100 Growing Company Award, Florida Family Business of the Year Award, Excellence in Industry Award, Top High Tech Manufacturers Award, Manufacturer of the Year Award, Gulf Coast Business Review – Top 500 Companies, BIZ941 – Small Business Award, Finalist in the Best and Brightest Companies to work for Award
- Consistently Manage project resources, progress, completion timeframes, and budget while exceeding key operational performance targets (often utilizing patented technology) with results that include:
 - 97.98% On-time Delivery
 - 21% reduction in part shipping errors
 - 40% reduction in faulty part returns
 - 99.01% decrease in customer calls for assistance utilizing the **PROFILE®** Packaging, Inc. ControlSmart™ Data Acquisition PLUM System

Product Marketing Manager, Eaton Aerospace Corporation, Sarasota, FL, 1994 to 1996

- Promoted from Customer Service Manager to take responsibility for the Eaton Aerospace Switches and Relay Product Line
- Increased Sales by over 32% in new market sales
- Increased on-time delivery from 82.54% to 95.76%
- Implemented new pricing system for customer service departments
- Recruited to join the Eaton Corporation headquarters Management Team in Cleveland Ohio

Customer Service Manager, Eaton Aerospace Corporation, Sarasota, FL 1993 – 1994

- Recruited by Eaton Corporation to join their company in a Management Trainee Program that began in the Eaton Aerospace Customer Service Department
- Promoted to handle all Government Projects, including DX-A1 rated Projects
- Responsible for the accurate reading and interpretation of all Government and Safety related airline Contracts
- Requested to manage Eaton Aerospace's largest customer, Airtechnics, by the CEO and owner of Airtechnics
- Requested to manage all Cessna Aircraft accounts by Purchasing Manager of Cessna Aircraft

Lead Statistical Estimator, World Color Press, Chicago, IL, 1990 to 1993

- Recruited directly from University by World Color Press to join their Estimating Department
- Promoted to Lead Statistical Estimator after only 6 months in the position
- Responsible for over \$250,000,000.00 in yearly Estimates and jobs for the World Color Press Printing Company
- Requested by several Key Customers to not only handle their estimating but also manage their Project Management aspects of the business. These customers included but were not limited to: Victoria's Secret, Readers Digest, LL Bean, Philip Morris, RJ Reynolds Tobacco Company and Eaton Corporation.

EDUCATION:

- Bachelor of Science in Mathematics and English, University of Illinois at Chicago, Chicago, IL (University High Honors)
- Full paid Scholarship for the Master's Program in Mathematical research at the University of Chicago (Recruited by World Color Press for employment and so did not take up this opportunity)