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## OPERATIONS STRATEGIST | PROJECT MANAGER | MANAGEMENT CONSULTANT

### PROFESSIONAL SUMMARY

**Accomplished leader and operations executive with a quantifiable record of success in managing multi-million dollar budgets, exceeding profitability goals, and turning around non-performing companies in various industries, including finance and manufacturing • Able to effectively partner with c-level executives while leading and motivating diverse groups of individuals in a cross-functional capacity • Strategic, “big picture” thinker with exceptional communications and problem-solving expertise and the ability to navigate and research all aspects of complex, full-cycle projects • Well-versed in the training, development, and counseling of clientele on new business initiatives that promote healthy ROI, future growth, cost savings, and repeat business**

### CORE COMPETENCIES & INDUSTRY EXPERTISE

- |                                   |                                  |                                    |
|-----------------------------------|----------------------------------|------------------------------------|
| ✓ Strategic Planning & Operations | ✓ Budget Management              | ✓ New Technology Implementation    |
| ✓ Turnaround/Change Management    | ✓ Cross-functional Collaboration | ✓ Leadership & Supervision         |
| ✓ Revenue Growth                  | ✓ Project Management             | ✓ Strategic Partnerships/Alliances |
| ✓ Cost Containment                | ✓ Process/Systems Improvement    | ✓ Change Management                |
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### PROFESSIONAL EXPERIENCE

[REDACTED], Lititz, PA

1997 - Present

#### **President**

*Serving clients as an interim executive team member of senior management to raise capital, turn around under-performing companies or work groups, take a business to the next level, and/or commercialize or transfer new technologies. **Highlighted accomplishments include the following:***

- Functioned as the interim manager for *George Washington University* Comptroller's office and successfully restructured under-performing departments and lowered turnover costs as the result of hiring new management and staff, and helping them streamline workflow efficiencies and improve overall performance
- Partnered with a consultant to source and secure \$10M in Fortune 500 investor funding for new food industry irradiation technology and developed all financial models and forecasts to bring this funding to fruition
- Grew revenue from \$500K to \$5M within a 5-year period for a 6-person software design start-up by commercializing their software nationally which allowed the company to bring on 44 additional employees
- Obtained \$250K in funding (private equity, equipment loans, and LOC) and managed the start-up for *Prestige Graphics*, located in Washington DC
- Lead a major strategic planning initiative in conjunction with PA's second largest Chamber of Commerce that resulted in long-term, sustainable growth as the result of organizational restructuring in the areas of Finance, Human Resources, and Marketing
- Assisted Equipment Director of *Thomson Multi-Media* with project management and process control projects that resulted in increased staff productivity and a substantial improvement in company culture and morale
- Restructured the Information Technology department for *Lebanon County* government office and increased employee engagement by bringing in new leadership and creating methodologies to improve internal processes and procedures
- Functioned as Interim COO for *Compleat Restorations* and hired/trained new leadership team to more efficiently manage the gross margin which resulted in the company's most profitable year in 25 years
- Worked closely with two South Central PA firms to assist in the dissolution of a sister entity who had poorly performing personnel or personnel engaged in misappropriation of funds

*FoodCraft Equipment Company, Lancaster, PA*

1995 – 1997

**Executive Vice President**

*Responsible for operations and sales of 60 employee firm engaged in the design and manufacturing of food processing equipment for the poultry industry. Position began as a re-engineering project to improve profitability, which was achieved. Firm was sold in 1997 to a Danish corporation, Sanovo Seymour, and relocated to Topeka, KS.*

- Reversed downward trending by restructuring pricing for parts business (about \$7M in revenue) which resulted in significantly enhanced profitability for the company
- Improved communications between staff and management and oversaw numerous process improvement initiatives such as workflow and productivity

**ADDITIONAL EXPERIENCE**

*Simon Lever & Company, Lancaster, PA*

**Consultant**

*VistaLite, Inc., Lancaster, PA*

**Vice President, Operations**

**EDUCATION**

*B.S., Business Management; minor in accounting, Pennsylvania State University  
Associates, Mechanical Engineering Technology (cum laude), Pennsylvania State University*

**TECHNICAL PROFICIENCY**

MS Office Suite, including Word, Excel, PowerPoint, and Outlook  
E-marketing campaigns; Internet research savvy

**PROFESSIONAL & COMMUNITY AFFILIATIONS**

**Member, Turnaround Management Association, Philadelphia Chapter – 2010**  
**Member, Lititz Regional Strategic Planning Committee – Current**