

EILEEN P. KOOP

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[koop/](#)

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OPERATIONS/QUALITY/PRODUCT DEVELOPMENT LEADER

MANAGEMENT PROFILE

- ❖ **Multi-industry experience with demonstrated track record of delivering results.**
- ❖ Increased **competitive advantage** in Quality, Manufacturing, Product Development and Supply Chain through improvements and increased efficiencies.
- ❖ **Collaborative** yet focused style with strong team leadership experience and skills.
- ❖ **Extensive successes** at introducing **innovative new products.**
- ❖ Experience with **small entrepreneurial CPG** and **large multi-national CPG** firms

Skill Sets:

Operations:

- Manage Supply Chain – develop, plan and implement processes and controls
- Direct oversight of Sourcing, Procurement, Quality, Manufacturing, Distribution and Customer Service
- Develop, monitor and maintain production forecasts
- Manage co-manufacturers to Quality and Certification standards
- Vet current and potential suppliers and co-manufacturers for adherence to industry standards
- Production scheduling, Manage Inventories
- Develop and direct Operational Financial plans
- Identify and manage CapEx
- Drive cost savings and improve efficiencies
- Proven Team Leader, works cross-functionally and develops junior staff

Quality / Manufacturing:

- Develop and maintain Quality systems and procedures – cGMP, ISO 9001, FSMA, HAACP
- Drive continuous improvement
- Develop and maintain specifications and databases for raw materials, components and finished products
- Liaison with co-manufacturers and vendors
- Oversee Recalls, WERCS, EcoSafe, EPA Safer Choice programs
- Develop test methods – GC, FTIR, Wet Chemistry, Microbiology, Production Inspection, etc.
- Write SOP's for adherence to Certification standards

Product Development / Process Engineering

- Identify and investigate new and emerging technologies and Green/Natural/Organic products
- Optimization (cost and performance) of current products
- Successful products in **Personal Care, OTC Drugs, Oral Care**, Pet Products, Household Cleaning, Automotive Cleaning, Food and Bakery
- Brands – Frau Fowler Tooth Powders, Powerizer, Boulder Clean, OxiClean, Kaboom, **Alpha Hydrox Skin Care, Diabetic Skin Therapy**, R+H Bakery Mixes, Daffy Apple Confections,

Colgate Toothpaste Gel, Karl Lagerfeld Personal Care, British Sterling Mens, Brut, Binaca Breath Products

PROFESSIONAL EXPERIENCE

Head of Operations/ Quality/ Product Development – Frau Fowler LLC 08/18 - Present
Provide expertise to enable manufacturing, packaging, inventory controls, Quality programs. Develop a Supply Chain including Sourcing, Logistics, Order Fulfillment, EDI, Forecasting.

Independent Operations /Quality /Product Development / Consultant 10/06 – 08/18
Provided product development, technical, regulatory and supply chain /contract packager consultation to numerous start-up CPG brands.

Technology/Operations - MAGIC MAX Intl. 10/15 – 11/17
Developed and implemented supply chain to manufacture and fulfill product delivering 60% gross margin

Product Development / Operations Consultant - 1908 BRANDS 11/12 – 10/15
Drove a significant cost savings program to add 20+ point growth to net margin while increasing/improving product performance to 95%+ across the entire product line to national brand standards.
Designed and won approval for EPA ‘Safer Choice’ designations for all 14 products in portfolio. Won EPA “Supplier of the Year” award

Head of Technology / Operations – VISION, CO., LLC 03/07 – 10/09
Identified and qualified contract manufactures to process a new technology. Delivered a patentable, and revolutionary laundry care technology on-time, under budget and capable of generating full 60+ profit margins

Head of Product Development - ORANGE GLO INTERNATIONAL 03/02 – 11/06
Member of the Executive Leadership Team
Delivered product innovation and achieved cost savings that improved profit over 5 net margin points or over \$15 million dollars.
Identified and qualified new and competitive contract packagers to support quickly expanding sales needs

Technical Director - SCOTT'S LIQUID GOLD, INC. / NEOTERIC COSMETICS, INC. 06/95 – 03/02
Act as the Technology Leader for new product development and cost savings programs to increase sales growth by 100%, doubling the size of the company from \$25 million to over \$50 million and profit margins by 8 points.
Developed FDA/OTC Quality guidelines, Analytical Testing, Microbial Testing, Labeling and all regulatory compliance

EDUCATION

Regis Jesuit University, Denver Colorado
Bachelor of Science in Business – Dual Concentration in Chemistry and Marketing

PATENTS

- Method of Treatment Using Peroxidized Lipids # 6,395,779
- Brush Holder (Design Patent) # 466,729

PROFESSIONAL MEMBERSHIPS

- American Chemical Society
- American Association for the Advancement of Science
- American Society for Quality Control
- American Association of Pharmaceutical Scientists