

OPERATIONS & MANUFACTURING EXECUTIVE

Strategic operations leader with 15+ years of experience leading manufacturing, production, service, engineering, quality, planning, logistics, and supply chain functions across medical device, industrial manufacturing, and service organizations. Proven success managing P&Ls, driving operational turnarounds, implementing ERP systems/solutions, scaling production capacity, and developing high-performing teams of up to 200 employees. Experience supporting \$150M+ business operations while leading lean manufacturing, continuous improvement, inventory optimization, regulatory compliance, and cross-functional business transformation.

SELECTED ACHIEVEMENTS

- ✧ Eliminated \$50M in manufacturing backorders within nine months across three business units at Getinge.
- ✧ Increased monthly revenue 30% year-over-year at Atlantic Casting while controlling overtime and scrap costs.
- ✧ Expanded production capacity from 40 units/week to 300 units/week within one year while increasing margins from 65% to 72% at Triangle Manufacturing.
- ✧ Led organizations ranging from 20 to 200 employees across manufacturing, engineering, quality, planning, logistics, and service operations.
- ✧ Directed multiple ERP implementations and digital transformation initiatives, including several custom FileMaker applications.
- ✧ Managed P&L responsibility for manufacturing and service operations ranging from \$4M to \$50M+ business units.
- ✧ Supported FDA, TUV SUD, TGA, ISO-regulated, and customer audit environments.

CORE LEADERSHIP EXPERTISE

P&L Leadership • Manufacturing Operations • Lean Manufacturing • Continuous Improvement • Operations Turnarounds • ERP Implementation • S&OP/SIOP • Production Planning • KPI Development • Budgeting • Supply Chain Management • Inventory Optimization • Change Management • Workforce Development • Regulatory Compliance • FDA-Regulated Manufacturing • ISO 9001 • ISO 13485 • 21 CFR Part 820

PROFESSIONAL EXPERIENCE**Director of Manufacturing | National Ramp (Valley Cottage, NY) 2026**

- ✧ Led the Manufacturing Operations of a \$50M ADA-accessible ramp system manufacturer.
- ✧ Directed a 20-person team across production, engineering, welding, machining, fabrication, production and maintenance.
- ✧ Led and developed the company's inexperienced manufacturing department into a sophisticated team - including hiring, training, mentoring and performance management.
- ✧ Partnered with Sales, Finance, and Supply Chain to align production output with forecasts and budget objectives.
- ✧ Implemented lean manufacturing initiatives which improved productivity, quality, and operational performance.

Senior Manager, Operations | Getinge (Maquet/Datascope) (Wayne, NJ) 2023 – 2026

- ✧ Led the Manufacturing Operations of Medical Tech company, across three (3) sites of different, distinct businesses: Hardware, Disposables & Collagen.
- ✧ Managed P&L performance and 10 direct reports (200+ indirect employees), including managers, supervisors, planners, engineers, leads, technicians, assemblers, operators, and inspectors.
- ✧ Eliminated \$50M of backorder across all business units within the first nine (9) months.
- ✧ Led hiring, development, and performance management of all direct and indirect employees.
- ✧ Championed a Daily Management System to improve operational accountability and escalation processes.
- ✧ Supported Regulatory (FDA, TUV SUD and TGA) and Customer audits.

Director of Operations | Atlantic Casting & Engineering (Clifton, NJ) 2022 – 2023

- ✧ Responsible for the Operational performance of an Aluminum Casting Foundry and Machine Shop.
- ✧ Managed divisional P&L and 17 direct reports across manufacturing, engineering, quality, and planning.
- ✧ Improved revenue 30% year-over-year while maintaining operational controls.
- ✧ Oversaw and monitored vendor performance and communication, including prompt issue escalation and active engagement in obtaining quotes of new and current parts.
- ✧ Recovered a critical \$3.5M customer relationship and successfully delivered a delayed project within six months.
- ✧ Developed and implemented a customized FileMaker ERP system that improved visibility and accountability.

Convergint Technologies (Clifton, NJ & Suffern, NY)**2018 – 2022****Service Manager/Regional Service Champion – Northeast | Convergint (Clifton, NJ) (2020-2022)**

- ✧ Managed service operations generating \$4M annually and helped support a \$17M regional business.
- ✧ Delivered 25% revenue growth, 15% profitability improvement, and 30% utilization gains.
- ✧ Partnered with leadership on strategic planning, workforce development, and customer satisfaction initiatives.
- ✧ Organized annual Social Responsibility Day activities, coordinating and directing 45+ colleagues across 2 sites to help an underserved school district with donated security equipment.

Operations Manager/Site Leader | Total Recall Corporation (Suffern, NY) (2018-2020)

- ✧ Led the manufacturing, service, and installation teams to ensure 100% customer satisfaction for all accounts.
- ✧ Served as the face of the organization and primary point of contact with the largest customer.
- ✧ Executed critical organizational changes to ensure outstanding customer satisfaction and promote a healthier workplace culture.
- ✧ Installed as interim General Manager for the company closure, immediately laying off 50% of staff and executed staged layoffs of remaining staff over the next 6 months with the completion of open projects.

Triangle Manufacturing (Upper Saddle River, NJ)**2011 – 2018****Project Manager, Corporate Strategy & ERP Implementation (2016 – 2018)**

- ✧ Promoted to positions of increasing responsibility due to performance and strong management abilities.
- ✧ Communicated cross-functionally to ensure all activities aligned with leadership's overall direction.
- ✧ Led enterprise-wide ERP implementation for an FDA-regulated medical device manufacturer.
- ✧ Developed the overall project vision and direction with management, coordinated information and activities.
- ✧ Provided weekly status updates to leadership and escalated all conflicts to maintain the project course while.

Manufacturing Group Manager (2012–2016) | Manufacturing Supervisor (2012) | Production Planner (2011)

- ✧ Spearheaded key activities to prepare finished goods for shipment, including managing manufacturing, assembly, inspection, cleaning, packing, outside processing, and documentation.
- ✧ Managed manufacturing operations with 42 direct reports and \$15M in annual sales.
- ✧ Expanded production capacity from 40 to 300 units/week while improving gross margins from 65% to 72%.
- ✧ Played an instrumental role in the overall production strategy of the company's fiscal year budget.
- ✧ Managed the implementation of cost reduction, lean manufacturing, and inventory management initiatives.
- ✧ Provided superior customer service through timely responses, clear communication, and collaboration.

EDUCATION**The College of Saint Rose, Albany, NY****Bachelor of Science in Business Administration (Sports Management)***Cum Laude; Member, Delta Mu Delta International Business Honor Society***TECHNOLOGY & TOOLS**

SAP • Epicor • Infor Cloudsuite Industrial • ProfitKey • FileMaker • Tiger Paw • Microsoft Office Suite (Word, Excel, PowerPoint) • Microsoft Project • Adobe Photoshop • Windchill • Success Factors • Plateau • Trackwise • Insperity