

PATRICK PALMATIER

208 N. Niles Street
Paw Paw, MI 49079

Home Phone: 269-657-5814

Cell Phone: 269-598-4858

E-Mail: patrickpalmatier1603@comcast.net

Skills

- Excellent Sales Training
- Excellent managerial skills with proven ability to meet and exceed company goals
- Exemplary communications skills
- Superior problem solving skills
- Proficient computer skills including Microsoft Word, Excel, E-Mail, etc.
- CGMP, FDA, MRP, & ISO experience
- AS400 knowledge (Used BPCS)
- A team player

Experience

Robert Half (Great Lakes Waterproofing) (March 2018-)

Worked in Customer Service, answering phones from current and prospective customers regarding waterproofing needs. Recording results in the data system of the company.

Self Employed (July 2004 – 2015)

Delivery of hunting blinds for Shadow Hunter. Hauled travel trailers for Rooster Transportation. Pick up trailers from factory to deliver to dealers, or pick up trailers from dealers to deliver to private buyers. This is something I have done to fill in the gaps.

Aflac (July 2012)

Cold calling on businesses for the purpose of selling Supplemental Insurance to the employees.

Estate Planning Legal Services (August 2010 – December 2010)

Ran preset appointments and set my own appointments to discuss how to avoid probate by setting up a comprehensive estate plan.

Sodexo Ins. (June 2006 – November 2006)

General Manager over Research Stores (purchasing function), Glass Wash Operations, and Receiving and Delivery. Contracted to Pfizer Corporation

American Family Legal (2004)

Ran preset appointments to sell Estate Protection Plans

Combined Insurance (June 2002 – December 2002)

Sales Agent – Cold calling prospective customers and making collections from current customers and upselling. Only person in my class to win the Silver Pal Award.

Upjohn Company (Jan 1972 – Jun 2002)

Planner/Buyer (1997 till June 2002)

- Using BPCS, planned for and bought packaging material for Dry Products Packaging, Fluids & Ointments Packaging, and Sterile Packaging based on sales forecast on a daily basis.
- Also using BPCS worked as backup Planner/Buyer of Raw Materials for the manufacturing process
- Managed inventory by keeping close communications with the suppliers and warehouse and through use of BPCS
- Set up and maintained bills of materials in BPCS to accurately reflect specific items and quantities used on particular CCS numbers
- Worked as unit trainer, training new employees in all aspects of the position
- Worked on launch teams for new products in an effort to make sure all materials and equipment was available to blend in with production schedules and to meet launch dates
- Prepared reports and charts and attended regular weekly meeting to keep management, production, engineering, and quality assurance updated on status of materials

Manufacturing Supervisor (1982 till 1997)

- Worked as a supervisor in Warehousing & Export Shipping and Receiving (3 years), all packaging areas (6 years) , Dry Products Coating and backup supervisor in tablet compressing (3 years), and Atgam Manufacturing (3 years) – Atgam is a Sterile Injectable used by patients who have had transplants
- Gained comprehensive knowledge and technologies associated with each area
- Had from 20 to 175 operators reporting to me at one time
- Obtained capital for purchase of equipment
- Participated in internal auditing
- Monitored paperwork for accuracy, product for quality, efficiency of operations to stay on schedule
- Prepared and delivered performance reviews
- Assisted in preparing and executing the budget

Chemical Operator/Lead Chemical Operator (1974 till 1982)

Worked in various plants at Pharmacia, in drying, purification, hydrogenations, oxygenations, filtrations, etc.

Packaging Line Attendant (1973 till 1974)

Set up and ran Sterile Packaging Lines with approximately 10 Pharmaceutical Finishers working for me. Printed code on sterile vials

Janitor (1972 till 1973)

Worked on head run. Cleaned bathrooms, showers and hallways as well as offices

Education

- BBA with a major in Management, Western Michigan University (1982)
- AAS Degree in Business Administration from Kalamazoo Valley Community College (1977)
- Certificate – Upjohn’s Hazard Materials Transportation general awareness training in accordance with 49CFR 172.700-704 – October 3 2000
- Certificate – Hazardous Materials Technician for Business & Industry – May 1995
- Purdue University Basic Pharmaceuticals Course (1986)
- Took an Auditing course from Ohio State University
- Took many in-house classes including Safety, Targeted Selection, Diversity training
- Got my Health & Accident and Life insurance license (2002)

Military Experience (1967 – 1971)

Received an honorable discharge from the Air Force after four years of active duty during the Viet Nam war

My job in the Air Force required a Top Secret Cryptological security clearance