

Steven M. Giusti

178 Franklin Street
Franklin, NH 03235

stevengiusti@yahoo.com (508) 345-6673

Work Experience

Uber/Lyft Driver

San Francisco, CA
01/16 – 6/17

- Drive high end clientele from airport to hotels and business meetings.

Security Engineered Machinery Buyer

Westboro, MA
01/15 – 12/15

- Identify, source and negotiate best cost solutions based on specific budget
- Understanding of inventory replenishment system and sourcing of high quality products for production in a timely manner
- Initiate bid/quote process for supplies and BOM equipment
- Following traffic and logistics guidelines and minimizing the use of expedited shipping
- Report cost savings to Management
- Process RMA's and credit returns

Antron Engineering & Machine Planner

Bellingham, MA
04/12 – 05/14

- Evaluate and plan for all aspects of production including master scheduling
- Run material planning report to forecast and plan for future production jobs
- Monitor and Set min/max inventory levels for current and KANBAN parts
- Coordinate with Purchasing of raw material to ensure on time delivery for production
- Work with production manager on expediting of customer ordered parts

Bay State Graphics & Designs Entrepreneur/Owner

Franklin, MA
09/07 – 12/11

- Managed and operated my own business in all aspects
- Negotiated pricing with several suppliers for apparel and commodities.
- Engaged in; direct sales, buying, order processing, embroidery, billing and collection

Waters Corporation Software / Inside Sales Support Representative

Milford, MA
06/99 – 08/07

- Researched and processed Mass Spectrometer software upgrade requests
- Sold software and hardware plans to customers who weren't under a Waters service plan contract

Technical Service Representative

- Troubleshoot and diagnose issues of Waters instruments for customers
- Make recommendations for repair of instrumentation and ensure customer satisfaction of resolutions given with follow up phone calls
- Recommended proper part numbers for all repairs, depending upon instrument

Hewlett Packard Company

Burlington, MA
01/95 – 03/99

- **Logistics/Accounts Payable/Payroll Department**

Education & Licensing

Middlesex Community College
Associates Degree, Marketing
Rob Roy Academy
Licensed barber

Bedford, MA
Graduated with Honors
Worcester, MA
03/16 – 12/16

References

John McCarthy
David Shreeve

Franklin, MA
Northborough, MA

(617) 901-4798
(317) 697-1260

Armand Beliveau

Derry, NH

(603) 490-7696