

## 115-001-0425

### PURPOSE

To bring my substantial experience and knowledge of procurement, marketing, and management to a forward-looking organization that welcomes innovative approaches and offers good advancement potential.

### QUALIFICATIONS ABSTRACT

- Proven effectiveness at identifying and developing new markets and new customers.
- Skill at relating to and communicating with diverse people encountered in recycling, ranging from corporate CEOs to individual vendors.
- Consistent record of building sales volume and controlling costs.
- Established ability to assess the resale value of a wide range of materials including plastics, glass, and paper products in addition to ferrous and nonferrous metals.
- Current knowledge and readiness to adapt to changing regulations in both domestic and international trade gained from purchase, resale, and transport of various recycled materials.
- Knowledge of operations, production, and marketing supplemented by college coursework, continuing education, and trade association activity.

### FEATURED EXPERIENCE

#### **Sales & Customer Service / Safety Director**

*PELLITTERI'S CONSTRUCTION HAUL AWAY*

(1993 - Present)

Madison, Wisconsin

#### NATURE & SCOPE OF RESPONSIBILITY

- Currently, function as the company's sole account representative serving customers throughout Dane County and adjacent communities.
- Develop new accounts while continuing to serve and build business with established customers.
- Continually assess needs and recommend ways to provide maximum value of service.
- Provide consultation to help solve unusual or unanticipated disposal problems.
- Develop, implement, and continually assess effectiveness of safety practices, procedures, and related worker training.

#### ACCOMPLISHMENTS

- Helped create an innovative approach to marketing involving simple cost-effective promotions, such as catered pizza lunches for customer staff.
- Created a safety program, wrote a manual, and provided the worker training needed for implementation.
- Worked with OSHA and State Highway Patrol to lower workers comp and insurance claims.
- Formulated / implemented a coding system for assigning drivers to accounts and forewarning them of unusual conditions and possible hazards.
- Initiated a review process for incident reports that resulted in increased overall worker safety and customer satisfaction.
- Negotiated and problem-solved with Wisconsin DNR and Dane County officials to gain acceptance for disposal of specialized waste items.
- Established a waste reduction and recycling program with a major insurance company involving pre-sorting as items enter the waste stream. It consistently saves the customer in excess of \$25,000 annually.
- Have directly increased the permanent customer base and added to the company's revenue stream by selling and installing major equipment items such as on-site crushers and compactors.

**Senior Marketing Representative**

(1981 - 1993)

*MIDWEST STEEL DIVISION, SAMUELS RECYCLING CO.*

Madison, Wisconsin

Contributed directly and immediately to increasing the overall volume handled by the company. In the early 80s, gave leadership to expanding involvement in new recyclable commodities including plastics and glass. Quickly learned the market and handled the Madison paper recycling business when key people were lost. Established a reputation among both generators and users for creativity and resourcefulness when locating / working with unusual materials and circumstances.

NATURE & SCOPE OF RESPONSIBILITIES / ACCOMPLISHMENTS

- Identified and acted to exploit existing demand for a wide range of recycled materials while continually evaluating market potential for many of those that had been previously overlooked.
- Conducted all research necessary to acquire, maintain, and apply detailed knowledge of properties, handling, and possible uses of those that were potentially re-salable.
- Initiated contact with a growing list of potential customers and sources to include them in the extensive network needed to procure and profitably dispose of these newly identified materials.
- Worked with customers to determine detailed specifications and negotiate contracts as well as managing procurement and coordination of transport / delivery to meet their requirements.
- Solicited all kinds of suppliers of post-industrial and post-consumer waste, including large industrial producers, a municipal recycling center, dealers, and individual vendors.
- Managed purchasing, collection, transport, sorting, processing, packaging, and delivery of recyclables serving regional, national, and international markets.
- Initially, dealt in all common and some precious metals including iron, stainless steel, aluminum, copper, brass, lead, zinc, and gold. Later added polymers, glass, and, for a time, various grades of paper.

**General Manager**

(1975 - 1981)

*SINAIKO BROTHERS DIVISION, SAMUEL RECYCLING CO.*

Madison, Wisconsin

- Managed sorting, processing, and packaging operations as well as all recyclable metal procurement.
- Hired, coordinated training, delegated work, and evaluated the operation's 29 employees including truck drivers, maintenance mechanics, and general laborers as well as the front office supervisor and staff.
- Oversaw use and maintenance of semi and lugger trucks as well as all other equipment.
- Conducted all procurement account development and supplier service activities for the division.
- Negotiated and contracted for procurement of iron, stainless steel, aluminum, and similar waste metals generated from industrial sources throughout Southern and Eastern Wisconsin.
- Emphasized responsive service with prompt and reliable pick-up, handling, and transport.
- Created several long-going industrial business accounts and more than doubled total volume of recyclable materials passed on to the parent company.
- Established a solid core of caring and professional workers.
- Acted with complete profit and loss responsibility for the business unit.

ADDITIONAL RELEVANT EXPERIENCE

**Stores and Receiving Foreman**

(1974 - 1975)

*CARNES CORPORATION, DIVISION OF WEHR CORPORATION*

Verona, Wisconsin

Accounted for all incoming material, storage, and disbursement of same.

**Sales Coordinator**

(1973 - 1975)

*TRACHTE METAL BUILDINGS COMPANY*

Madison, Wisconsin

Developed prospects for a fast-food, metal building line resulting in significantly increased sales projections. Negotiated construction contracts, provided field service, responded to inquiries, prepared quotes, and sold through a nationwide dealer network.

**Sales Service Coordinator < Sales Service Supervisor < Product Specialist** (1969 - 1973)  
*AMPHENOL INDUSTRIAL, DIVISION OF BUNKER RAMO CORPORATION* Cicero, Illinois  
Began as a sales correspondent for industrial electronics manufacturing, handling international accounts. Advanced to handle the division's largest account worth 12-13 million dollars annually while supervising two sales correspondents and working with the VP of Manufacturing on sales and manufacturing projections. Ultimately progressed to Product Specialist, helping develop a new line of telecommunications connectors for this same account.

**Management Trainee** (1967 - 1969)  
*AMLINGS FLOWERLAND, GARDEN CENTER* Melrose Park, Illinois  
Supervised approximately 25 part-time employees at a retail lawn and garden center. Responsible for appearance of store displays and nursery stock as well as provision of customer service.

### **EDUCATION & PROFESSIONAL GROWTH**

#### **SCHOOLS ATTENDED**

- Morton Junior College (Cicero, IL)
- Wright Junior College (Chicago, IL)
- University of Illinois (Champaign, IL)
- University of Wisconsin (Stevens Point, WI)
- Mayfair Junior College (Chicago, IL)

STUDIES: Business Administration, Industrial Relations, Floriculture, and Ornamental Horticulture

ACCOMPLISHMENTS: Obtained equivalent of three full years of career-related, college-level work.

#### **TRAINING DEVELOPMENT & AFFILIATIONS**

- Associated Recyclers of Wisconsin
  - Lead-Zinc & Plastics Round Tables
  - Institute for Scrap & Recycling
  - Young Executives Seminars
- National Association of Remodelers; Active Member
- Madison Area Builders Association; Active Member

### **MILITARY EXPERIENCE**

U.S. Army Reserve Unit — Chicago, IL (1964 - 1970)  
Honorable Discharge upon completion of an assignment to Division Headquarters Security and Intelligence.

**REFERENCES AVAILABLE UPON REQUEST**