

PAUL J. ALTABELLI

Malverne, NY | 516.984.1928 | paltobelli@rocketmail.com | <https://careerwebfolio.com/paulaltobelli/>

SENIOR LEADERSHIP EXECUTIVE

Business Acumen: A senior operations, supply chain and business-development executive with notable successes building and maintaining profitability in multiple, geographically dispersed, large-scale, integrated manufacturing and delivery systems. Skilled at strengthening product quality and raising health and safety standards in heavily regulated, highly competitive environments.

Entrepreneurial Spirit: The organization's recognized leader with an energetic spirit adept at growing revenue and profits through broadening the customer base, accelerating product development, and driving sales expansion into new markets by incorporating traditional and evolving tools and methods. Forward thinking; untethered by tradition, resource limitations, or fear of failure. Willing and able to push the organization forward.

Transformational Leadership: Resolute champion of growing workplace cultures that value diversity and furthering career development for employees at all levels. Trusted, relied upon, and accomplished in resolving complicated business and human-resources challenges with innovative solutions that satisfy cross-functional needs and generate substantial ROI. The person turned to when a better way is needed.

CORE COMPETENCIES

- Strategic / Tactical Planning & Execution
- P&L Management / Financial Oversight
- Process / Procedure Improvement
- Teaching / Coaching / Mentoring
- Safety / Health Regulations
- Business Reengineering
- Labor Negotiations
- Lean Six Sigma
- Human Resources Optimization
- Sales Planning / Forecasting
- Organizational Development
- Procurement Governance

PROFESSIONAL EXPERIENCE

Elior North America - PMC Division - formerly Prepared Meals Company | Berkeley, IL 2004 - 2022

A \$1 billion family of distinct hospitality companies servicing segments in education, seniors, hospitals, corrections, and upscale event catering through more than 15,000 team members.

Segment President – North America | 2019 - 2022

Managed strategic planning and execution of the \$265 million, 2,500+-member prepared-meals unit of the consumer-packaged-goods (CPG) division composed of 19 national operations serving the K-12 education segment and select retail sectors. Led the company through a nine-month closure.

- **\$100 million private-label CPG co-manufacturing revenue stream created** in one year that absorbed under-utilized manufacturing capacity by reengineering company capabilities and expanding the customer base to reverse a 57% pandemic-induced loss in base revenue.
- **\$65 million NYC emergency-feeding contract won** that generated \$20 million in overhead coverage by enriching the customer-service value stream.
- **\$10 million positive cash flow produced** while shutting down the operation by forming inventory and asset-reduction teams and engaging employees in the liquidation process.
- **Rebranded the enterprise** from a single-focus K-12 supplier to a national CPG manufacturer by using the company's 52-year history serving the education segment as evidence of competence.
- **66% women-headed senior management team cultivated** through expansive communications to raise engagement among all personnel with a campaign that changed company culture.

National Vice President - Manufacturing | 2010 - 2019

Promoted to responsibility for P&L performance, quality, food safety, and environmental health in 500,000 sq. ft of manufacturing and warehouse space across geographically dispersed facilities employing 1,200. Oversaw short-and long-term planning, capital projects, and process improvement.

- **\$1.6 million in manufacturing costs averted** by introducing lean principles that shrunk downtime, pared headcount, analyzed process flow, minimized touches, and designed redundancies and aligned procedures.
- **\$600,000 lowering of workers comp insurance costs accomplished** by driving down OSHA incidents 30% through increasing concentration on safety at the plant level and requiring the reporting of all occurrences and near-misses to HR and the division president.
- **30% trimming of working capital (\$5 million) realized** by driving cross-functional S&OP training that improved forecasting and introducing a JIT operational model that decreased the need for outside storage.
- **Designed and directed the building** of a 60,000 sq. ft. west-coast manufacturing and distribution center by assembling and inspiring engagement of a project team and initiating GANTT charting to track progress.
- **5% rise in manufacturing productivity attained** by formulating performance metrics, educating plant management on application, and demanding remedies to differences in actual-vs.-expected results.

Regional Director – Operations | 2004 - 2010

Northeast | 2007 - 2010

Role expanded with two Pennsylvania facilities, a 120,000 sq. ft. factory in Scranton and a 90,000 sq. ft. distribution function in Philadelphia, added to the Brooklyn responsibility.

- **\$1 million production-facility turnaround performed** by restructuring workflows, resolving longstanding labor issues, and advancing local management's style through education and coaching.

Brooklyn | 2004 - 2007

Accountable for the P&L of a 24/7, 60,000 sq. ft. Brooklyn distribution operation with six direct reports, food and employee safety, and equipment and vehicle procurement. Hired and trained 75 new staffers.

- **\$20 million in new business enabled** by spearheading the startup of a 60,000 sq. ft. distribution site that involved hiring and training 75 staffers and procuring equipment and fleet vehicles.
- **31% boost in overall productivity of a multi-line food plant**, and a near doubling in the pizza segment, by instigating lean practices.

LSG Sky Chefs | Queens, NY

2003 - 2006

Provided in-flight catering, logistics, onboard retail, and airport-lounge management services to 300+ domestic and international airlines operating in 51 countries and serving about 600 million meals yearly.

Manager (in succession) Operations, Finance, Production, Warehouse & Facilitator Market Productivity

Oversaw P&L for three profit centers at JFK and LaGuardia airports. Drove change through strategic business-transformation initiatives, root-cause analyses, and issue resolutions.

- **\$2 million in salary expenses avoided** by streamlining handling processes through use of lean concepts and installing a single-cell production area.
- **Deployed hazard analysis critical control point (HACCP)** across the organization through daily instruction and rigorous administration.
- **\$500,000 construction project delivered** on time and within budget by maintaining close daily supervision.

EDUCATION / PROFESSIONAL DEVELOPMENT / CERTIFICATIONS

Bachelor of Science in Architecture (studies toward), State University of New York / Delphi

Executive Education / Leadership Coaching, Elior Group

Lean Six Sigma Black Belt, Villanova University