

# Adam Fulep

30 Frederick Ln ♦ Cumberland, RI 02864

973.782.3305 ♦ akf1985@gmail.com

## WORK EXPERIENCE

---

**PLZ Corp**, Fall River, MA

December 2021 – Present

*Director of Customer Service/Account Management - Personal Care*

- Responsible for customer service/account management for Personal Care division ~\$350MM business
- Manage team of 20 employees over 7 facilities across US and Canada
- Responsible for integrating and standardizing best practices and work processes across my department

**PLZ/PRECISE PACKAGING, LLC**, Fall River, MA

December 2019 – December 2021

*Director of Commercial Operations*

- Managed a business of sales of excess of \$30MM over 50 customers
- Manage staff of 4 direct reports (customer service, scheduling and planning and 2 sales/project engineers)
- Responsible for companies revenue stream through new and existing customers
- Added additional \$2MM in Margin over past year
- Responsible to quote all new business and maintain strong contribution margins
- Collaborated on development of company's sales process
- Oversee and manage sales pipeline for company and all current projects
- Work cross functionally to engineer new products for customers and see it through first production
- Assist President and CFO with yearly budget
- Continue to manage customer relations for over 50 customers
- Responsible for evaluating and meeting yearly budget set in place

**PRECISE PACKAGING, LLC**, Fall River, MA

October 2016 – December 2019

*Business Support Manager*

- Supported all aspects of the business from finance, quality, operations and supply chain
- Managed customer relations for over 30 customers
- Oversaw and approved all bill of materials and formulas that are entered into the ERP system before issued to manufacturing
- Quoted new projects to ensure business's profit margins were met
- Lead our VAVE (Value Analysis / Value Engineering) initiative program which saved company and customers over \$1MM per year
- Helped customers bring their ideas to market through companies sales process
- Worked with customers through the product engineering state to make sure performance is to customers' needs
- Monitored and managed company metrics such as on-time delivery, production units per shift, down time and uptime on production lines

**PRECISE PACKAGING, LLC**, Fall River, MA

September 2013 – October 2016

*Operations Analyst*

- Assisted in inventory management in our ERP system
- Responsible for planning and scheduling 100+ skus over 7 different manufacturing lines to ensure on-time delivery
- Assisted in new ERP implantation of Microsoft GP and Vicinity Manufacturing
- Completed daily invoicing for the entire business
- Ran and managed open order reports and forecasted to ensure business meets monthly, quarterly and yearly goals
- Input all customer PO's, bill of materials and formulas into ERP system
- Printed and issued work orders to manufacturing floor

**FFP CO LLC**, Islandia, NY

November 2010 – September 2013

*Financial Analyst*

- Built alignment and support for key initiatives by creating streamlined action plans after completing quarterly analysis of income statements and balance sheets and monthly reconciling of bank statements
- Benchmark and allocated spending by redirecting resources and expenditures from less promising areas during annual budget reviews and projections
- Minimized firm's exposure to risk on new business by creating estimates and conducting scenario planning for all new jobs
- Generated repeat business by driving contractor alignment and support through strong communication with them via phone, email and an in-person interactions

**GOLDMAN SACHS & CO.**, New York, NY

August 2010 – October 2010

*Interest Rate Derivatives Analyst, Operations*

- Reduced legal risks for the organization by remediating templates, frameworks for the derivative product

- Ensured strong business partnerships by verifying that clients agreed with all of the economic and non-economic aspects of each Master Confirmation Agreement that was created by Goldman Sachs & Co
- Effectively communicated changes in process or departmental changes to various teams including sales, trading and drafting

**MERRILL LYNCH AND CO., INC.,** New York, NY

February 2008 – March 2010

*Client Service Specialist, Credit Derivative Settlements*

- Exceeded management's goal for reconciling 1,000 breaks in a particular quarter
- Ensured accuracy and strong time management on all daily responsibilities including confirming pending trades, researching aged breaks and managing interactions and expectations of over 60 clients
- Strengthened departmental team relationships and productivity by communicating updates on daily progress, discrepancies in reporting and changes in priorities

## EDUCATION

---

**Advanced Master Certificate – Integrated Supply Chain Management**

Michigan State University

May 2018

**Bachelor of Science in Business Administration - Finance**

University of Rhode Island – Kingston, RI

May 2007

**De Rada Italian Institute, Calabria, Italy**

Summer 2006

---

**COMPUTER SKILLS:** Microsoft Office, Peachtree Accounting, Apple Products, Microsoft GP Dynamics, Vicinity Manufacturing

---

**AFFILIATIONS:** Delta Chi Fraternity, University of Rhode Island

*References Available Upon Request*