

# ROBERT AMACKER

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My career background is perfect for the role of Sales Engineer. For six years, I ran my own manufacturing company producing capital equipment for food processing companies. Previous, progressive management roles have included EHS Manager, Production Manager, COO of a small company with three manufacturing facilities and most recently in engineering sales in the food processing industry. I have a strong entrepreneurial drive and can use my Lean manufacturing training to drive process improvements. Veteran of the US Navy, Nuclear Power Program and Submarine duty. Experienced in both Union and Non-Union environments. Have a Masters Degree in Management of Information Technology. I do not live in one of the cities mentioned but there is a Tetra Pak facility near me in Louisa, VA.

## EXPERIENCE

**APRIL 2015 – PRESENT**

**SALES MANGER, IJ WHITE**

Focused on North American Sales for the company. Streamlined quoting process, prepared marketing materials for print and tradeshow. Pushed business into new markets.

**MARCH 2009 – APRIL 2015**

**OWNER, PROCESS ENGINEERING AND FABRICATION**

Bought a machine shop as a turnaround project. Provided custom built systems to food processing companies, pharmaceutical companies, and other manufacturers. Sold company in 2015.

**OCTOBER 2007 – NOVEMBER 2008**

**COO, ZAMMA CORPORATION**

Implemented lean manufacturing processed to streamline a manufacturing company during a time of market tribulation. Reduced inventories and changeover times to increase cash flow.

**MARCH 2005 – OCTOBER 2007**

**PRESIDENT, EUROHOMES USA**

Importing Swedish building construction techniques to the US. Built a model factory and several homes based on European models.

**NOVEMBER 2001 – JUNE 2004**

**PRODUCTION MANAGER, ALCOA HOME EXTERIORS**

Continued my lean training with a deep dive into the Toyota Production System as adopted by Alcoa. Developed seasonal workforce to handle swings in production.

**APRIL 1997 – AUGUST 2001**

**MANAGEMENT DEVELOPMENT, INTERNATIONAL PAPER**

Performed a variety of roles from EH&S manager, quality manager and process engineer in both a corrugated container facility and a coated free sheet paper mill

**JULY 1995 – APRIL 1997**

**LEAD HEALTH PHYSICS TECHNICIAN, KNOLLS ATOMIC POWER LAB**

Put the training I had learned in the Navy to use supervising remediation efforts a former weapons facility.

**APRIL 1987 – JULY 1995**

**NAVAL NUCLEAR POWER OPERATOR, UNITED STATES NAVY**

US Naval Nuclear Power program with two years of intensive engineering training. Served about the USS Minneapolis Saint Paul and as an instructor.

## EDUCATION

**MAY 2005**

**MASTERS OF SCIENCE, MANAGEMENT OF INFORMATION TECHNOLOGY,  
UNIVERSITY OF VIRGINIA**

Focused Master program in IT management and project management

**MAY 1994**

**BACHELOR OF SCIENCE, THE NEW SCHOOL**

Focus on human resource management

## SKILLS

- Experienced lean manufacturing practitioner
- Well versed in project management
- Broad engineering background including power distribution
- Profit and loss experience
- Strategic planning
- Excellent people skills

## ACTIVITIES

Board of Directors at New City Counseling  
Elder at Trinity Presbyterian Church