

SENIOR OPERATIONS EXECUTIVE
Zachary Daniel Nunes M.B.A.
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PROFESSIONAL EXPERIENCE

NFuzed – Grover Beach, CA

05/2018 - Current

General Manager (15+ employees managed)

- Run the day-to-day production, facility budget, supply chain, and sales for the CA facility
- Devised, deployed, and monitored processes to build long-term success and increased profit by 20%.
- Developed SOP book w/ innovative processes & w/ precision to compliance in a highly regulated industry.
- Single-handedly created & integrated a fully customized proprietary MRP / master scheduling Excel model utilized company-wide (MO, CO, and CA locations).
- Manage sales strategy team of 10 and responsible for \$1 mil+ annual sales
- Tracking and managing outsourced sales team through weekly meetings and KPI reporting
- Successfully interfaced with regulatory audit team and received exemplary assessment.
- Manage all supply chain communications and coordination with Asian supply partners achieving 70% annual savings on packaging, materials, and other food-grade products.
- Designed lean manufacturing system for process & operator flexibility to optimize efficiency for just-in-time production.

Coastal Contract Packaging Inc. – Ventura, CA

06/2016 - 4/2018

COO / Director of Business Development (Contract Manufacturing) (50+ employees managed)

- Developed internal organizational documents to serve as company's foundational employment, management and sales principles.
- Designed and implemented new floor plan & strategic scale-up to resulting in increased automation and doubling of operational capacity while maintaining existing labor costs and headcount.
- Overhauled formula quoting process mapping & implementation (resulting in reduction of quote time from 2 weeks to 2 hours)
- Created real-time inventory system & pricing algorithm and cloud-based contracting agreement
- Managed all contract negotiations for 80+ clients (resulting in 15% increase revenue & \$450k profit a year)
- Managed and revamped work orders & work-in-progress mapping & implementation from initial sales order to job fulfilment, thereby reducing waste & quality control issues and cutting lead times from 8 to 4 weeks.
- Responsible for technology integration & training for all employees (utilizing Google Suite, Meistertask/Kanban, and Microsoft Project), eliminating data entry redundancies and streamlining customer response time (reduced from 72 hours to 24 hours).
- Revamped company website to optimize search results and convey company information.

Speakeasy Ales & Lagers – San Francisco, CA

10/2014 – 06/2016

Floor Supervisor/Pkg. Dept. Manager (14 employees managed)

- Maintain all in-house brewery inventory materials (proactive inventory system)
- Manage efficiency rates for department
- Built QA/QC Standards processes for department
- Initiated Training Program (Six-Sigma inspired)
- Lead department expansion/transition to producing 4x the amount of packaged bbls from previous year
- Provide continual innovation and improvements

Speakeasy Ales & Lagers – San Francisco, CA

10/2014 – 10/2015

Lead Packager

- Lead packaging department in day-to-day strategy to accomplish production numbers.
- Created SOP's for all machines in Packaging Department
- Established an Efficiency Red Flag System (Tracks current production outstanding vs. hours of staff coverage)

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Sunrun – San Francisco, CA
Solar Consultant

9/2013 – 1/2014

- Utilized Salesforce software to actively managed in excess of 1,000 leads and customers for average sales of \$75k / month.

Front of the Line Networks, LLC – Fresno, CA
Co-Founder

5/ 2011 – 4/2013

- Developed business plan, strategic plan, investor's presentation & pitch (Raised \$150K in private investment), database integration with app (structural blueprint), collaborated w/ wireframe & UX breakdown, analyzed beta results, and co-managed sales team of 6.

EDUCATION & PROFESSIONAL CERIFICATIONS

Education

University of Phoenix
Masters in Business Administration, 2012
University of Utah
B.S., Economics, 2010

Certifications

APICS: CPIM Certification

OSHA: 30-Hour Training Certification