

**James Rath**  
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**Summary:**

Highly experienced and results-oriented Sales Professional and Production Specialist with 15+ years experience in the printing industry. Proven abilities in production planning, client relations, customer service and highly adept at leading teams and departments. Quick study, with an ability to easily grasp and put into application new ideas, concepts, methods and technologies. Dedicated, innovative and self-motivated team player/builder.

**Professional Experience**

**Millennium Graphics LLC/Premier Graphics, Bridgeport, CT**

***Press Operator***

1994 - 1996

Prepare the printing presses to print by installing and adjusting the printing plate, inking the presses, adjusting pressure and by adjusting the press to proper dimensions of the paper. Responsible for proper adjustment according to ink distribution, temperature and speed. Solved problems such as paper jam to avoid excessive downtime. Responsible for preventing maintenance and for maintaining, cleaning and performing minor repairs as needed.

***Flexo Production/Project Manager***

1996-2007

Supervised a press crew of 6, plating department, shipping/receiving and company drivers. Responsible for scheduling, work flow and quality control for all printing aspects. Built and maintained customer relationships and generated new customers with printed quotes. Demonstrated planning skills with the ability to coordinate scheduling to ensure proficient production operations. Emphasize on strong organizational skills with excellent employee and client relations.

**The Hoffman Press, New Haven, CT**

***Sales***

2007 - 2008

To build relationships with new customers and to promote our products to companies in need of pressure sensitive labels by cold calling, networking and attending trade shows. Exhibited the ability to get to the decision maker by executing excellent organizational, people and time management skills

**Toyota Of Wallingford, Wallingford, CT**

***Sales***

2008-2009

Discuss customers' needs and advise them on the most suitable vehicle by using great self confidence and my outgoing personality. Arrange test-drives and negotiate the sale price of vehicles, including any 'trade-in' price for customers' old cars. Strong ability to work alone without direct supervision and excellent work ethic and team skills.

**Flexo Label Solutions, Bloomfield, CT**

***Sales / Broker***

2009 - 2010

To build relationships with new customers and to promote our products to companies in need of pressure sensitive labels by cold calling, networking and attending trade shows. Exhibited the ability to get to the decision maker by executing excellent organizational, people and time management skills