

# Cameron Lawrence Lundy

1003 4<sup>th</sup> Avenue Dr NW Conover, NC, 28613

Cell: (828) 994-8041

[lundyc0917@gmail.com](mailto:lundyc0917@gmail.com)

## Career Profile

Project Management, Product and Program Growth, Marketing Strategies, Operations Management, Customer Relations, Purchasing, Logistic Management, Scheduling, Inventory Management, Exceptional Microsoft Excel Skills, Process Improvement, Development of Processes and Procedures focused on accuracy and efficiency;

## Education

Bachelors of Science in Business Management: 2012-2016, University of Phoenix – Phoenix, AZ

Associates in Science: 2009-2010, Caldwell Community College & Technical Institute – Hudson, NC

## Experience

### SpartaCraft, Inc.

SpartaCraft is a federally recognized woodworking company specialized in color development and pre-finishing. SpartaCraft supports local and national suppliers of furniture, building products, and cabinetry at a B2B level.

### **Operations Manager/Contract Finishing General Manager**

2017 – 2020

On-Floor **Project Management** for all Window & Door Display Programs to support Big Box Retail, Trade Shows, and Marketing. Responsible for planning and overseeing manufacturing through the execution of projects, planning of inventory, fulfillment and logistics, project accuracy. Responsible for coordinating and budgeting installation of Trade Show Booths, Furniture Market Set-Up, Board of Directors Meetings.

Focused on **Costing and Budget** development and analysis. Coordination of purchase and installation of display materials including print items, fixtures, and floor coverings for trade show booths and showrooms.

Worked closely with customers and partners to ensure exceptional **Customer Service** was being provided daily. Served as the liaison between customers (internal and external) and production team to ensure accurate communication including updates on daily activities and specialty projects. Provided problem solving and issue resolutions for shipping delays, product damages, production delays, etc.

**New Category Development** and ownership of Sample Color Chip program. Management of new product development and marketing including Bill of Materials development, cost analysis, budgeting, and marketing plan. Coordination of production for Architectural Fiberglass, Studio and Interior Finish Sample Programs. Management of manufacturing scheduling with a focus on meeting deadlines and accuracy. Using multiple channels of communication to supply information internally and project updates to the Sales Team.

**Inventory Management** with a Q3 initiative to upgrade Sage MAS ERP system with a focus on Purchasing and Inventory Management. Oversee purchasing and vendor account reconciliation. Negotiating rates and managing third-party vendors in order to achieve the purchase of quality products at the best prices.

## **Halo Smart Labs**

Founded and located in Charlotte, NC, Halo Smart Labs developed, produced, and distributed new Smart Smoke Detectors, the Halo and Halo+. Halo Smart Labs achieved relationships with Lowe's Hardware, Samsung Smart Things, Amazon, and The Home Depot.

### **SMT Line Manager & Operator / Operations Manager**

2015 – 2017

Responsible for the **Development and Management of Programs** and processes to support distribution, product development, and manufacturing: Supply Chain Management, Manufacturing Processes, B2B Sale Fulfillment programs, B2C Sale Fulfillment programs, Product Testing Processes and record keeping. Management of shipping, receiving, and inventory control documents and procedures for raw materials and Finished Goods at multiple locations.

Responsible for **Purchasing and Vendor Relations** of raw materials and implementing Fishbowl ERP System in a manufacturing environment. Managed purchasing of raw materials and assist in the negotiation of programs with third-party vendors. Reconcile purchases and inventory of materials delivered to a third-party manufacturing facility on a weekly basis.

Assisted in the **Product Development** phase including hand assembly of circuit boards and product testing devices. Development of standard operating procedures for the manufacturing facility in Charlotte, NC. Development and implementation of processes for a third-party manufacturing organization for manufacturing, testing, radiation control, and quality. Successfully completed training to program and operate Surface Mount Technology Pick-and-Place machinery with Universal Instruments Corporation. Management of production schedule and production line operating.

**Finished Goods fulfillment** between multiple sales channels in order to support product development, manufacturing, and sales fulfillment. Managed fulfillment of 4,000+ Products at product launch as well as **Procurement and Purchasing** of 40,000+ parts monthly across 300+ different SKUs to meet needs.

## **Peoples Bank**

Based in the heart of Catawba County, NC, People's Bank is a growing community bank. People's Bank has focused for more than 100 years on providing quality customer service to all of its customers and has expanded into both Raleigh, NC and Charlotte, NC markets.

### **Customer Service Representative**

2014 - 2015

Recruited to assist with **Customer Relations** daily with a focus on building relationships and meeting customer needs including setting-up new accounts, maintaining existing accounts, and offering appropriate programs. Displaying a strong focus on accuracy and providing excellent customer service.

Successful completion of various trainings to assist in daily operations including Vault Custodian, Security Coordinator, Assistant Teller Supervisor.

**References:**

Josh Cox – Oxit

(828) 404-5659

I have had the pleasure of knowing Josh for over 15 years. We having been involved in multiple projects over the span of our working relationship and spent 2 years working together at Halo Smart Labs. Josh and I have continued to show support to one another both professionally and personally.

David Maguire - SpartaCraft, Inc.

(704) 606-5642

David and I have worked side-by-side for the past two years as support for one another in a variety of projects. Together, we have worked on the development and growth of a new category as well as growth in two of the four existing categories. David has supported and mentored me in my career.