**WILLIAM A. VILLA**

Van Brackle Rd.

Aberdeen, NJ 07747

646-270-8596

[pancrate300@gmail.com](mailto:pancrate300@gmail.com)

# CAREER PROFILE

* Production Manager of Food Manufacturer. Led due diligence on multiple projects resulting in upgraded technologies and enhanced bottom-line performance. Combines strong planning with organizational and communication skills. Decisive and results-base driven.
* Resourceful Manager effective in negotiation and amending contractual agreements with Business Partners and Service Providers. Competent building relationships with outsourcing Company-Representatives, securing competitive pricing and terms for goods and services.
* Significant experience in Managing small-large groups with proficient delegation of work-load and the efficient handling of resources. Effective leadership and team building skills as well as special ability to teach, train and motivate associates implementing systems and procedures.
* Accomplished Business Professional - Owned and operated successfully a Retail Food Market that included Catering, Groceries, Fresh Meats, Deli, Prepared Foods and other services. Responsible for sales of over 1 million dollars annually. Servicing residential communities across Staten Island.

# PROFESSIONAL / EXPERIENCE

**Premio Foods – Sausage Processor 3/17/17 - Present**

**Operations Manager /Maintenance Manager / Sanitation Manager / Logistics Manager**

* Fast-track lateral promotion throughout a series of increasingly responsible Plant Operations, Supervisory and Management of Expansion & Industry Growth. Excelling in overall Cross- Functionality and expert leadership in Logistics, Maintenance, Sanitation, Procurement and Material Organization.
* Managed Projects interacting and coordinating with other Corporate Divisions & Departmental Leadership in the planning and implementation of Machinery – Systems and New Products.
* PC application of Oracle & Discover initiating the Day to Day scheduling of Finished Goods and Inventories. Corresponding with multiple facility sites in conjunction with Logistical coordination integrating multiple Trucks & Trailers meeting the Suppliers and Customers Deadlines.
* Spearheaded the Transition of Production to the new infrastructure & resources of Premio. Maintained the USDA & SQF Regulatory concerns meeting daily responsibilities and recordings of Non-Compliance and the monitoring of Sanitation Day to Day functions including crewing.
* Developed and conducted innovative Training for Safe Machine Operation and Sanitation-Procedures during various clean-out conditions. Designed and implemented the use of a special roll-out catch basin to ensure safe area clean-outs and increase productivity with reduced down times.
* Assembled a Team of Departmental Leaders from multiple facility locations. Objective to create Synergy and support in the contractual negotiation of a Linen supply company’s National Program implementing all three facilities.

**Premio Foods – cont.**

* The Team under my direction secured a Five-Year Contract responsible for tens of thousands of dollars saved, increased quality assurance and logistics to meet company’s high standards.
* Maintained overall community and business relations handling the needs and customer service of the local trade and adherence to proper business practices.
* Operated Departmental Management with 0 lost time accidents.
* Successfully completed and acquired Certifications for Food Defense Coordinator, OSHA Safety, Fork Lift Operator, CPR.

**Appetito Provisions 10/17/1999 – 3/16/17**

**Production Manager / Plant Manager**

* Responsiblefor crewing up to 105 employees and directing flow of manufacturing chain.
* Spearheaded introduction of a series of continuous improvement initiatives that consistently strengthened productivity, product quality and customer satisfaction.
* Direct Report to Owner-CEO, handling of USDA & SQF Regulatory concerns and Corrective Actions reporting and documentation.
* Scope of responsibility was diverse and included planning, delegation of work-orders, processing, packaging, warehousing, inventories, quality assurance. Vested in aggressive continuous plant capacity utilization, making improvements and setting efficiency goals over 18yr span.
* Provided Start-Up Entrepreneurial scope and introduced industry manufacturing technology & machinery upgrades. Responsible for Engineering and Layout of Production Lines and chain flow.
* Integrating Line Production and reduced TDC over 10yr span while responsible for overseeing increased productivity by 60%. Implemented Six Sigma reducing waste/mistakes reflecting increased profitability through production and supply chain improvement.
* Responsible for maintenance and maintenance personnel, scheduling PM’s and procurement of machine parts on all direct and indirect machinery and equipment assets.
* Administrated overall operation of Plant systems - (Kemco) / (Spiral Freezer) and property integrity including monitoring refrigeration compressors and evaporators.

# De Villa Pork Store / Salumeria 10/17/1987 – 9/23/1999

**Owner / President / Operator**

* Responsible for Start-Up and Entrepreneurial scope of business.
* Active in Civil Engagements and a Member of the New Dorp Merchants Association.
* Interacted and conducted Sales with several local Businesses and Institutions.
* Employed dozens of qualified employees and was responsible for additional training, their benefits and safety for 12 years of operation.
* Experienced Butcher in all aspects of Breakdown, Preparation, Merchandising, Processing, Manufacturing and Procurement with full knowledge of all Species.

**Education**

* Studied Business / Marketing, Accounting – College Of Staten Island
* Participated in many Business courses – Six Sigma, Supply Chain Analysis