

# ROBERTO POTENZA

Manufacturing & Operations Executive

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## EXECUTIVE SUMMARY

Results-driven operations leader with over 20 years of experience transforming manufacturing operations across diverse industries including renewable energy, industrial heating, automotive, and bioethanol production. Expertise in operational turnarounds, plant expansions, and building high-performance teams in multicultural environments. Consistently delivers measurable results: increasing plant output by 34% while maintaining 0% turnover, leading successful plant expansions, and implementing sustainable manufacturing practices. Multilingual (English, Portuguese, Spanish) with proven success leading global operations across the United States, Brazil, and other regions.

## PROFESSIONAL EXPERIENCE

### VP of Operations, Opal Fuels 2020 - Present

Leading operations for a renewable energy company that converts waste into clean energy. Responsible for multiple plants across the United States, focusing on operational excellence and sustainable manufacturing practices.

#### Key Achievements:

- Oversee day-to-day operations of multiple renewable natural gas facilities
- Implement lean manufacturing principles to optimize production efficiency
- Lead cross-functional teams to achieve operational and sustainability goals
- Develop and execute strategic plans for facility expansions and improvements

### General Manager, Chromalox 2017 - 2020

Led a complete operational turnaround for this industrial heating solutions manufacturer, transforming an underperforming plant into a high-efficiency operation with exceptional employee engagement.

#### Key Achievements:

- Increased plant output by 34% while maintaining 0% turnover over 14 months
- Implemented psychological safety practices that dramatically improved workplace culture
- Established robust feedback mechanisms and continuous improvement processes
- Restructured operations to enhance quality control and production efficiency

### Plant Manager, Faurecia 2014 - 2017

Managed manufacturing operations for this global automotive supplier, leading a significant plant expansion while maintaining operational excellence and quality standards.

#### Key Achievements:

- Successfully led plant expansion, doubling production capacity
- Managed workforce growth from 300 to 600 employees
- Implemented lean manufacturing principles that reduced waste by 22%
- Achieved and maintained ISO quality certifications

## **Operations Director, Abengoa Bioenergy**

2011 - 2014

Directed operations for bioethanol production facilities, focusing on process optimization and sustainable manufacturing practices in the renewable energy sector.

### *Key Achievements:*

- â€¢ Oversaw production processes for bioethanol manufacturing
- â€¢ Implemented efficiency improvements that increased yield by 15%
- â€¢ Led cross-functional teams across multiple facilities
- â€¢ Developed and executed strategic operational plans

## **Prior Experience**

Before 2011

Built a strong foundation in manufacturing operations through progressive leadership roles in production, quality control, and process improvement.

## **EDUCATION & CERTIFICATIONS**

### **MBA, Business Administration**

University of SÃ£o Paulo, Brazil

### **B.S., Industrial Engineering**

Federal University of Rio de Janeiro, Brazil

### **Certifications:**

- â€¢ Lean Six Sigma Black Belt
- â€¢ Project Management Professional (PMP)
- â€¢ ISO 9001 Lead Auditor

## **SKILLS & EXPERTISE**

- â€¢ Operational Excellence & Transformation
- â€¢ Manufacturing Operations Management
- â€¢ Plant Expansion & Workforce Growth
- â€¢ Sustainable Manufacturing Practices
- â€¢ Lean Manufacturing Implementation
- â€¢ Multicultural Team Leadership
- â€¢ Psychological Safety & Employee Engagement
- â€¢ Process Optimization & Continuous Improvement
- â€¢ Quality Management Systems
- â€¢ Strategic Planning & Execution

## **LANGUAGES**

- â€¢ English (Fluent)
- â€¢ Portuguese (Native)
- â€¢ Spanish (Fluent)

## **REFERENCES**

Available upon request