


STEVEN VERNIK


HANDS-ON OPERATIONS IN MANUFACTURING

CONTACT

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SUMMARY

I am a hands-on leader who has been successful in nearly every challenge I am presented with. I have had the pleasure of working my way up the ladder from stocking parts, coordinating logistics, becoming the director of operations, and becoming the vice president of a multi-million-dollar company. With 10 years of regular improvements, I have earned promotions based on my performance and dedication. This fuels my drive to improve myself and the company. I have a strong focus on quality. I believe that company and customer satisfaction is imperative to the success of the company. I am in search of my next challenge with a company that values the efforts of their employees.

SKILLS / COMPETENCIES

- TECHNOLOGY PROFICIENCY
- OPERATIONAL IMPROVEMENT
- UTILITY TEAM PLAYER
- TEAM BUILDER / LEADER
- DEVELOP SOP AND TRAINING
- CREATIVE MARKETING / VIDEO
- FORK TRUCK / LIFT
- CDL CLASS A
- CITRIX
- MICROSOFT
- GOOGLE
- ON-BOARDING PROCESSES
- QUICKBOOKS
- ERPS
- BUDGETING

EXPERIENCE

Tellus Tru, LLC – President

2019-Present

Developed and built a company from scratch to help improve business practices and explore possibilities at my own expense. I have developed, produced, and sold effective products to customers.

Gaia Enterprises, Inc. -Huntingdon Valley, Pa. (\$125K per year)

2009-2019

Vice President – Operations, Sales, Marketing.

- Instrumental in growing company from \$1.5M in 2009 to over \$8M in 2019, achieved through:
 - Resolving capacity and growth issues as well as developed operational solutions.
 - Securing large international accounts (PetValu, PetCo, Grainger, Global Industrial Supply, Home Depot, and Lowes,) as well as other major distributor accounts.
 - Establishing Products as Industry Leaders (Safe Paw Ice Melter and Traction Magic)
 - Developing new products and marketing concepts that drove sales and profits.
- Led day-to-day operations and business growth projects.

- STRATEGY DEVELOPMENT
- SUPPLY CHAIN MANAGEMENT
- SELF-DRIVEN TO FURTHER EDUCATION AND SKILL-SETS

- Developed and automated operational platforms to streamline communication and exchange of information.
- Reduced costs, increased production by sourcing stronger partners and negotiated better pricing.
- Developed technological solutions, provided information in real time, reducing manual counting and costs.
- Developed ERP - inventory, order management system, created SOPs and training manual for successfully implementing and maintaining system. -Improved KPIs and understanding them.
- Identified waste expenditures, narrowed the supply chain to reduce complications, resulting in more efficient processes and increased bottom-line profits.
- Established automated processes for most tedious work that freed up employees to handle more detrimental and important functions which increased morale and productivity.

EDUCATION

- CHI Institute, Southampton, Pa Electrical Construction
- Art Institute, Philadelphia, Pa Chef coursework
- Penn State Univ., Abington, Pa General Studies

- Significantly improved marketing by identifying and classifying the most potent customer bases. Reducing wasteful market expenses by marketing improperly per base.
- Effectively communicating with team members at all levels to improve staff performance and morale
- Support needs of senior stakeholders and board of directors
- Received Awards from Amazon vendors for supplying #1 selling products. Top 25 selling winter product.

Other Experience

Mauser Packaging – Office Administrator / Manager – HR Liaison, Logistics, Purchasing Supplies, Scheduling, Organizing, Support Production Manager, Customer Service, SOPs

IBEW – LU# 126 - High Voltage Lineman – Follow and execute schematics and blueprints. Follow SOPs. Follow OSHA and safety compliance. Lots of hard dangerous work.

VOLUNTEER EXPERIENCE

- Security design and implementation project for Doylestown Township Kids Castle
- RONALD MCDONALD HOUSE - VOLUNTEER
- SILOAM MINISTRIES – SERVICE VOLUNTEER
- VARIOUS FOOD DRIVES