

Enterprise Operator | Growth Leader | Capital Strategist | Builder of Teams, Systems, and Revenue
A leader with career results in driving P&L performance, operational strategies and scale, and engineering capital budgeting and strategies across food & beverage, industrial manufacturing, and construction environments. Proven ability to integrate supply chain, engineering, and commercial strategy to deliver measurable growth in revenue, EBITDA, capacity.

Led organizations ranging from \$150MM to \$1B+, with oversight of:

- \$192MM revenue / \$38MM EBITDA operations
- \$800MM+ in capital project execution lifecycle
- 500+ team members across multi-site networks
- \$100MM+ pipeline generation in BD-driven growth

Known for building high-performance organizations, aligning strategy to execution, and delivering results through KPIs, financial discipline, and operational rigor.

EXECUTIVE PERFORMANCE SNAPSHOT (KPI-DRIVEN)

- Revenue Growth: +23%
 - EBITDA Expansion: +160%
 - Productivity Gain: +33% multi-site network
 - On-Time Delivery: 59% → 97%
 - Customer Cuts: 44% → 3%
 - Capacity Increase: +13%
 - Line Efficiency: +20% sustained improvement
 - Capital Leadership: \$125MM+ single site / \$380MM enterprise programs
 - BD Pipeline: \$100MM+ new opportunities generated
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CORE EXECUTIVE CAPABILITIES

- P&L Leadership | EBITDA Growth | Cost Structure Optimization
 - Supply Chain Transformation (SIOP, Inventory, Service, Logistics)
 - Engineering & Capital Strategy (ROI, IRR, Payback, FEL / Stage-Gate)
 - Operations Scale & Manufacturing Excellence (TPM, Lean, CI)
 - Business Development & Market Expansion (Industrial / F&B / Energy / Healthcare)
 - M&A Integration & Network Optimization
 - Digital & AI-Enabled Operations (ERP, MES, SCADA, Data Analytics)
 - Regulatory & Compliance Leadership (FDA, USDA, OSHA, FSMA, GMP)
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PROFESSIONAL EXPERIENCE

RC STEVENS (A CIANBRO COMPANY) – Winter Garden, FL

Director of Business Development | 2024–Present

- Generated \$100MM+ in qualified project pipeline, expanding presence across Southeast industrial, food & beverage, healthcare, and energy sectors
- Built 3–5-year growth strategy, aligning EPC, CMAR, AEC, and OEM partnerships to revenue targets
- Integrated AI-driven market intelligence tools (BIM, VDC, Construct Connect, ZoomInfo) to accelerate pipeline velocity
- Developed BD operating model linking market segmentation, capture strategy, and execution

Impact: Transitioned BD from reactive to data-driven growth engine

WESTCO WORLD – Ocala, FL

President & CEO | 2023–2024

- Founded advisory platform spanning engineering, supply chain, and commercialization strategy
- Developed West Chili brand, including product, process, packaging, and go-to-market model
- Delivered end-to-end consulting across SIOP, CI, capital planning, and operations

Impact: Built a hybrid engineering + commercial platform bridging operations and revenue generation

SIGNATURE BRANDS – Ocala, FL

Senior Director | Supply Chain Engineering & Operations | 2021–2023

Full P&L and operational leadership across 5 facilities:

- Revenue: \$157MM → \$192MM (+23%)
- EBITDA: \$15MM → \$38MM (+153%)
- Led 500+ employees, 11 direct reports, multi-site network
- Executed \$14MM capital plan + 3–5-year roadmap

Operational transformation:

- Productivity: +33%
- Utilization: +20%
- Line Efficiency: +20%
- Service Level: 59% → 97%
- Customer Cuts: 44% → 3%

Impact: Delivered enterprise-level turnaround with measurable financial outcomes

THE COCA COLA COMPANY– Auburndale, FL

Principal Engineer (NAOU Region) | 2019–2021

- Led \$63MM+ capital program at flagship facility
- Increased capacity 13%, generating \$14MM incremental revenue
- Delivered 85%-line efficiency on new product startups
- Directed cross-functional teams across engineering, R&D, automation, and operations

Impact: Enabled innovation + capacity growth tied directly to revenue expansion

CONAGRA BRANDS – HQ & Multiple Site

Supply Chain Engineering & Operations Leadership | 2008–2019

- \$800MM Capital Investment Projects in various Platforms (frozen, snacks, grocery)
- Led \$40MM+ capital programs across grocery platform multi-plant
- Supported and led \$300MM acquisition + \$120MM integration, 12MM annual cases - \$120MM annual revenue stream (PF Chang's / Bertolli)
- Managed enterprise capital plan of \$380MM across 45 plants

Key outcomes:

- \$4MM annual savings YOY from “Kitchen of the Future” project
- 85% startup efficiency on flagship facility launch Commissioning complete in 30 days or less, (CQV).
- Marie Calendar and Odom's Tennessee Pride Expanded capacity and SKU portfolio across multiple platforms \$8MM plus in YOY savings.

Impact: Drove enterprise transformation, M&A integration, and capital governance

UNITED SUGAR PRODUCERS & REFINERS

Director of Engineering | 2024

- Assessed 5 plants; identified \$3.5MM+ total in capital improvements,
 - Assessed acquisition of a production, transportation, and logistics facility \$17.5MM capital
 - Focus areas: safety, hygienic design, automation, and infrastructure
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EARLY CAREER LEADERSHIP (SUMMARY)

- Regency Homes – Director (>\$800MM residential/commercial portfolio, \$560MM procurement, \$1.2MM rebates, contract negotiation, & warranty, Data sets reporting 30 points + net margin).
- Beazer Homes – Purchasing & Project Leadership (\$500MM+ regional operations)
- Woods Equipment – Plant Manager (turnaround, +27% productivity, developed network opt. strategy, implement lean systems).
- Perfecto Manufacturing – Director of Materials (VC-backed turnaround, 3% or less material variance, lean pull systems inventory control, design & implementation of 3 new warehouses)

- Fleetwood Homes – Purchasing (\$500k + cost savings YOY, ITR's 35 ITR's plus, < 3% inventory variance, overseen all purchasing for Greenfield Plant 2 & 3).
- Senco Products Inc – Led Marketing Operations as a PA & Industrial Sales and Retail Sales, grew revenue and market share.

EDUCATION & EXECUTIVE DEVELOPMENT

- Harvard Business Analytics Program – Harvard Business School
- MBA – Mississippi College
- BS Marketing / Minor Engineering MIS & Business Admin. – MacMurray College
- Project Management Program – University of Phoenix

BOARD, LEADERSHIP & COMMUNITY

- Board of Directors – APICS & VP Marketing – APICS
- Board of Directors Treasurer HOA Belle Chase
- Board of Directors – West Tap
- Board of Directors – PW West dba West Tap
- Board of Directors – West Dyslexia Clinics
- Advisory, consulting, fundraising, and coaching leadership across athletics, education, healthcare, and community organizations

TECHNOLOGY & SYSTEMS

SAP • MES • SCADA • PLC • Power BI • SQL • AI/Data Analytics Revit • BIM/VDC • ERP/MRP EDI
Python • R Studio • Slack • Microsoft • IOT-IIOT-Wonderware Factory Talk Batch

Unique Value & Positioning (C-Suite, Executive, Vice President)

- Operator + Strategist + Builder (rare combination)
- Proven ability to connect:
 - Engineering → Operations → Supply Chain → Revenue
- Strong in:
 - Turnarounds
 - Scaling organizations
 - Capital deployment tied to EBITDA
 - BD + Operations Integration