

Joe Fiore

Career Profile



Manufacturing Operations Executive

Lean | Six Sigma | Product Development

Improving business performance by creating a culture of learning and continuous improvement.

joe.c.fiore@gmail.com
www.josephcfiore.com

www.linkedin.com/in/joe-c-fiore
 c: (630) 258-6190

Value Proposition

I am a creative problem solver boosting profits at privately held and publicly traded manufacturing companies across multiple industries. I understand technical issues and have improved business processes, operations flow, and created cohesive management teams to solve challenging business problems. My inclusive management style and ability to engage teams creates learning organizations that focus on improvements and delivers results.

Professional Accomplishments

- Improved sales by \$3M and Operating Income by \$2M by improving the quotation process and reducing defects at privately owned, specialty CNC machining company.
- Reduced inventories by 50% while maintaining an on time delivery of 98% through improved supplier negotiations and manufacturing to demand.
- Improved operations throughput by 20% and reduced engineer-to-order lead time by 50% to achieve record sales of ASME pressure vessels.
- Received \$476,000 training grant from the Texas Workforce Commission to improve employee skills.
- Proposed and developed next generation tank truck overfill and cross-contamination prevention control system.

Target Organizations

Industries	Size	Business Situation
<ul style="list-style-type: none"> • Machine Shops • Lubricant Manufacturers • Welding • Rubber molding • Electrical Equipment 	<ul style="list-style-type: none"> • < \$2B revenue • 50-250 people • Privately owned, PE or public company 	<ul style="list-style-type: none"> • Operational income improvement • Increase throughput/alleviate bottlenecks • Build/improve management team • Culture which values learning and integrity.

Key Experience

<u>Quaker Houghton</u> (2018-2020)	VP Global Specialty Grease
<u>Parco</u> (2014-2018)	President
<u>PECOFacet</u> (2011-2014)	VP Operations
<u>OPW – Dover Corporation</u> (1996–2011)	VP Operations, Global Dir, Engineering, Dir of Bus. Dev., Technology

Key Strengths

PERSONAL

ACHIEVER	driven, self motivated
PROBLEM SOLVER	diagnoser, solution finder
INCLUDER	accepting of others, tolerant
LEARNER	curious, open-minded, explorer
ARRANGER	flexible, interactive, orchestrator

Gallup StrengthFinders

TECHNICAL

P&L ACCOUNTABILITY	LEAN
KPI/METRICS	SUPPLY CHAIN
BUDGETING	PRODUCT DEVELOPMENT

Education & Certifications

MBA	Kellogg School of Management, Northwestern University
BS, Electrical Engineering	Univ of Illinois, Chicago
Six Sigma Green Belt	Bureau of Industry Services Univ of Illinois
<ul style="list-style-type: none"> • 2 US patents for liquid level gauging • Blue Sky Business Solutions, LLC – (owner) consulting & new product development. Currently developing new product utilizing RFID. 	