

Joe Fiore

Career Profile



Senior Executive - Manufacturing Operations

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

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

- 2 US patents for liquid level gauging

Value Proposition

Creative problem solver with a "roll-up your sleeves" style, helping manufacturing-intensive companies run efficiently to increase profits. I bring an inquisitive, analytical approach to create organizations which enable learning and improvement. Coupled with my inclusive management style, I create cohesive, high performing teams to lead competitive differentiation and solve quality, delivery and cost challenges at privately owned and publicly traded companies in chemical, petrochemical transportation equipment, oil & gas, and lubricants industries.

Professional Accomplishments

- **INCLUSIVE LEADERSHIP/RELATIONSHIP BUILDER:** Led organization to a 2.5% increase in net income over budget despite a 12% decline in revenue by creating an enjoyable working environment with a focus on root cause problem solving, 5S, and re-examination of production processes.
- **RELENTLESS PROFITABILITY FOCUS:** Improved KPI metrics 12% by creating a learning environment with open questioning, sharing of solutions, and clear accountability, driving 3-7% EBITDA improvement at \$10MM - \$80MM P&L manufacturing companies.
- **PASSIONATE LEARNER & PRAGMATIC CONTINUOUS IMPROVEMENT ORCHESTRATOR:** Increased output 20% with a breakthrough concept to move 35,000 lb pressure vessels to the next production step. Reduced engineering lead time by 4 weeks to solidify market leadership.
- **STRATEGIC, GLOBAL, PROBLEM SOLVER:** Developed multi-phased NPV analysis and justification to achieve board of director approval for investment to expand into China market.
- **SUPPLY CHAIN COLLABORATOR:** Reduced working capital \$2.5MM and inventory 49%, while maintaining 99% on time fulfillment, by challenging MRP settings, negotiating with top suppliers and adjusting batch sizes to demand.

Target Organizations

Industries	Providing Expertise In -	Roles
<ul style="list-style-type: none"> • Heavy Manufacturing • Machine Shops • Lubricant Manufacturers • Welding • Rubber molding • Electrical Equipment 	<ul style="list-style-type: none"> • \$10MM - \$200MM P&L • Operational income improvement • Increase throughput/alleviate bottlenecks • Creating high performing management teams through trust. • Lean, Six Sigma Leader 	<ul style="list-style-type: none"> • COO • President • VP • Leader at privately owned, PE, public companies

Key Experience

Blue Sky Business Solutions, LLC (2020-present) Owner/Principal

Quaker Houghton (2018-2020) VP Global Specialty Grease

Parco (2014-2018) President

PECOFacet (2011-2014) VP Operations

OPW – Dover Corporation (1996-2011) VP Operations,
Global Dir, Engineering,
Dir of Bus. Dev., Technology