

FRANK COMOESTA

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SENIOR INTERNATIONAL OPERATIONS MANAGER

PROFILE

Senior international operations manager for markets in Latin America, Asia Pacific and India. Strong expertise in diverse manufacturing industries (food, toiletries, mechanical devices), design of international sourcing strategies, project management / product development, including financial project evaluation (budgeting, ROI), operational cost management. Cost reduction expert. Strong Quality Assurance and Total Quality Management (TQM) background.

Expertise:

- International third party operations management (outsourcing), trade agreements within assigned regions, country risk assessments, economic and political trend evaluation, cost/benefit analyses.
- Able to lead and work effectively with a cross cultural workforce, interact well with foreign counterparts. Knowledgeable of, or quickly become familiarized with, the cultural specifics and customs of foreign regions.
- Proven organizational/analytical skills and team/department leadership. Performance oriented, multifaceted, participatory manager. Effectively balance technical and business management.

EXPERIENCE

TOOTHSAVERS, Inc., Newark, NJ and New York, NY

1994-Present

Various technical and operations positions for seven years, primarily at corporate headquarters. Since June 2000 have been located at New York City office.

Technical Operations Manager - International Product Supply, 1998 – Present

Oversee manufacturing operations (own and third parties) in Latin America, Asia Pacific and India, which represents 33% of the global unit volume, distributed in 13 manufacturing sites. Project manager for new products, capacity expansion, cost reduction and sourcing. New product development Act as liaison with Business Management and Commercial Operations.

Highlights:

- Designed/implemented cost reduction/avoidance programs saving a documented **\$5.6MM**.
- Expanded/consolidated operations in India from 35MM to 60MM units/year.
- Reorganized Asia Pacific sourcing, developing new third party and rationalized own operations. Provided technical support to new vendors to operate according to corporate quality standards. Negotiated turnkey manufacturing agreements with Asian supplier that saved **\$0.7MM** per year.
- Developed/launched two totally new products, through design stage, prototyping, market testing, sourcing and manufacturing strategies, assets acquisition, debugging, startup, production, representing incremental 35MM units/year (almost 7% of global volume) and **\$15MM** in sales.
- Redesigned sourcing within Latin America, reducing overall landed cost.

Technical Operations Manager – Latin American Group, 1995 – 1998

Managed manufacturing operations at four manufacturing sites (own and third parties) for the toothbrush division in Latin America (13% of global production volume), and three sites manufacturing chemical products (toothpaste and mouthrinse). Oversaw mechanical and chemical new product development. Implemented diverse projects including: New products, capacity expansion, cost reduction and sourcing. Acted as liaison with Business Management and Commercial Operations.

continued ...

Highlights:

- Participated in a toothbrush brand acquisition with a strong presence in the Latin American market in Los Angeles. After appropriation, designed a sourcing strategy reducing manufacturing sites from six to three. Coordinated the move, debugging and startup of the three new manufacturing sites in record time (less than three months) without any sourcing disruption. After implementation an average cost reduction of **15%** was achieved, totaling **\$2.0MM** per year.
- Developed/launched a totally new product to revamp acquired brand, through design stage, prototyping, market testing, sourcing and manufacturing strategies, assets acquisition, debugging, startup, production. This product represents 36MM units/year and \$30MM in sales.
- Reduced number of basic models from 13 to 3, increasing production efficiency.
- Designed and implemented cost reduction/avoidance programs saving a documented **\$0.6MM**.

Project Manager – Worldwide Engineering Services, 1994 – 1995*Highlights:*

- Designed strategy to optimize the mouthrinse sourcing in Latin America, achieving cost savings of **\$250K** per year.
- Provided technical support for the chemical business (toothpaste and mouthrinse) in Latin America. Implemented a toothpaste operation in Venezuela
- Developed three third party rinse operations in LA, representing 2.6MM units/year and **\$6.2MM** per year in sales.

THE STARSTRUCK COMPANY – VENEZUELA

1986 – 1994

Began as a process engineer, gradually advanced through various positions in purchasing and quality management.

Quality Manager for Blades and Razors, 1991 – 1994

Provided product quality assurance through: Inspection, process control, quality engineering, Total Quality Management (TQM), final product compliance. Supervised a team of 40. Taught TQM.

Highlights:

- Designed and implemented a program to transfer process inspection responsibility to the production personnel. Quality was improved and waste reduced by **15%**.
- Orchestrated the creation of quality action teams throughout the organization.
- Automated and computerized inspection routines, allowing to workforce reduction by **8%**, while also improving accuracy and repeatability.
- Implemented a certified quality program with blades and razors' key vendors.

Purchasing Manager Trainee, 1990 – 1991

Special assignment specifically established to design a formal Quality Certification Program for key suppliers. Successfully developed plan which was fully implemented within the following few years.

Quality Manager – Toiletry Plant, 1988 – 1990

Provided product quality assurance through stages of: Inspection, process control and final product compliance, quality engineering and product development, R&D and microbiology laboratory.

Highlights:

- Reformulated the entire line of aerosol deodorants in order to avoid the use of CFCs as propellants. Cost reduction associated with this project was **\$1MM** per year.
- Implemented a certified quality program with key suppliers, reducing indirect labor by **30%**.
- Developed, through debugging and startup, diverse toiletries manufacturing processes, for shaving creams, shampoos, deodorants and lotions.

Process Engineer – Toiletries and Writing Instruments, 1986 – 1988*continued ...*

COMIDA – VENEZUELA

1982 – 1986

Held production and planning positions for Comida, a significant food and beverage company in Venezuela.

Production and Planning Manager, 1983 – 1986

Responsible for the entire yeast production process (sterilization, fermentation, filtration, packaging), production planning and process development and improvement. Supervised/managed a staff of 15, plus 120 laborers in four daily shifts.

Highlights:

- Improved general process **efficiency by 15%**, by focusing attention on fermentation processing.
- Implemented a plan to reduce microbiological contamination, **extending shelf life by 20%**.
- Maintained a consistent **100% customer service index** (satisfying sales demand) in a very complex and demanding environment.

Production Supervisor, 1982 – 1983

EDUCATION / SEMINARS

Chemical Engineer, Caracas National University, Venezuela
(Seven-Year Program, equivalent to a U.S. Masters Degree)

Other related courses:

Financial Accounting (Harvard)
Marketing Management (Harvard)
Project Management (The George Washington University)
The Leadership Challenge Workshop (The Tom Peters Group - California)
Total Quality Management (Organizational Dynamics Inc. - Boston)
Leadership Coaching for Breakthrough (Generative Leadership Group - New Jersey)
Effective Negotiations (Price Waterhouse)
Creativity (Price Waterhouse)
Conflict Resolution (Price Waterhouse)
Just in Time (The Starstruck Company, Venezuela)
Manufacturing Velocity (M. Harding & Associates - Boston)

ADDITIONAL

Extensive studies of classical guitar and classical music
Hobbies: Latin American literature, wine connoisseur
Languages: Spanish (native tongue), English and basic French