

## JOSE D. HERNANDEZ

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**EMPLOYMENT OBJECTIVE:** Seeking a challenging career position in *Sales / Management or in a related capacity* utilizing acquired skills, experience and training. Availability date: Immediately.

**SUMMARY OF QUALIFICATIONS:** *Skilled professional with extensive experience in Sales, Account Development, Management, Operations Administration, Territory Management, Customer Relations and Communications. Experience working with individuals from a wide variety of backgrounds. English / Spanish fluency (speaking, reading).*

Proficiency areas include:

- Experienced Territory Sales Manager working with Distributor Sales Representatives and customers throughout the region.
- As Manager, supervised operations, direct reports as well as cross-functional teams. Managed product line, plant operations, scheduling, maintenance, safety, human resources and problem solving.
- Developed sales, territory and serviced new and existing account base.

### EXPERIENCE:

T.O. PLASTICS INCORPORATED, Phoenix, AZ

2003-2011

#### **Territory Sales Manager**

- Worked with Distributor Sales Representatives selling plastics containers for the horticultural industry. Territory was comprised of Southwest U.S., West Coast, British Columbia and entire country of Mexico. The company was located in Minnesota; reported directly to the National Sales Manager. Answered customer questions about products, prices, availability, product uses and credit terms. Contacted new and prospective customers to maintain and develop account activity. Consulted with clients after sales or contract signings to resolve problems and provide ongoing support.
- *Accomplishments include:* Consistently met/exceed sales goal although company restructured territory. Increased territory sales by 30% (2004); 20% (2004-2011).

TLC POLYFORM, INC., Plymouth, MN

1995-2002

#### **General Manager**

- Set up manufacturing plant in Arizona with extruder and thermoforming equipment. Increased plant capacity to more than double with the addition of new equipment. Managed 38+ employees on 3 shifts, including their hiring, training and review. Responsible for overall operations, human resources, shipping, receiving and purchasing.
- *Accomplishments include:* Closed Phoenix plant, moved to Georgia plant. Implemented JIT Scheduling, reducing product inventory by 50% and working materials inventory by 40% while reducing backorders to a minimum.

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**EXPERIENCE (Cont'd):**

WINCUP HOLDINGS, Phoenix, AZ

1975-1995

**Plant Superintendent (1989-1995)**

- Oversaw all plant operations including all Department Managers from Thermoforming and Extrusion, Print, Maintenance as well as Quality Control, Shift Cup Molding Supervisors and other management personnel.
- *Accomplishments include:* Developed new standard operating procedures and created a quality program based on statistical analysis which increased product quality and reduced customer complaints by 85%.

**Print Department Manager (1986-1989)**

- Oversaw all functions of the department including purchasing, scheduling, maintenance and other daily operational activities.
- Reported to the Plant Superintendent Managed all aspects of the print process, including 3 shifts, work scheduling and related tasks.

**Thermoforming/Extrusion Department Manager (1982-1986)**

- Reported to Plant Superintendent. Managed all aspects of the department including the personnel in 3 shifts.
- *Accomplishments include:* Doubled production by creating a preventive maintenance program and modernizing equipment. Developed a training program for employees to increase productivity, efficiency and safety.

**Shift Supervisor/Machine Operator/Maintenance Mechanic (Prior)**

**EDUCATION / TRAINING:**

- *Associate of Arts, Business Administration, Phoenix College, Phoenix, AZ*
- *Certificate, Quality Improvement / Process Management, Crosby Quality College, Orlando, FL*

**PERSONAL:**

Willing to travel-domestically/internationally. Salary: Negotiable.

**Professional and Personal References Available upon Request**