

# Thomas J. Spadafore

Executive Management



(212) 300-5590



Lodi CA 95240



spadafore@proton.me



spadafore.co

## Personal Statement

Proactive leader, driving revenue growth in challenging sales settings. Skilled in strategic sales planning, exceeding targets, and leading high-performance teams. Expert in cultivating client relationships, analyzing market trends, and closing substantial deals for significant revenue growth. Committed to leveraging extensive sales and leadership experience in a dynamic business landscape.

## Recent Employment

### **Delta Packing Company, Lodi, CA**

*Executive Management*

*2024 – Present*

- Formulated operational policies & guidelines, enhancing organizational efficiency.
- Led strategic initiatives for business growth and coordinated with HR for recruitment and staff development.
- Managed continuous operations across multiple departments and collaborated on financial planning.
- Oversaw client support services, boosting operational effectiveness.
- Demonstrated versatile management skills, leading IT and Facilities departments.
- Achieved increased profitability through financial optimization and operational compliance.
- Streamlined company processes through the creation and implementation of organizational structures.
- Ensured 24x7 operational efficiency by effectively staffing 12 departments.
- Improved profit margins through meticulous budgeting and revenue tracking.
- Successfully executed growth initiatives, driving company expansion.
- Significantly increased P&L and KPI metrics in customer Contact Center(s).
- Enhanced staff competencies through comprehensive training programs.

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## History of Employment

### **O.G. Packing & Cold Storage, Stockton, CA**

*Director of Process Management / Automation & Projects*

### **VANTOS, Inc., Seattle, WA**

*President & CEO, Member of The Board of Directors*

### **Reconnex, Inc., Mountain View, CA**

*Executive Vice President*

### **Brightmail, Inc., San Francisco, CA**

*Executive Vice President*

## Education

### **Master of Science in Special Education Technology**

*Boise State University, Boise, ID*

### **Bachelor of Science in Education & Special Education Technology**

*Boise State University, Boise, ID*

## Skills

- Strategic Sales Planning
- Team Building Leadership
- Revenue Growth Strategies
- Market Expansion Tactics
- Key Account Management
- Budgeting & Forecasting
- Business Development
- Client Relationship Management
- Customer Success Excellence
- Performance Metrics Analysis
- Competitive Market Analysis
- Stakeholder Engagement