

Rusty Scupper

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POSITION DIRECTOR OF OPERATIONS

Business strategy consultant and senior executive with over 20 years' proven experience in accelerating an organization's growth through improved operational efficiencies, enhanced inter-departmental collaboration, open communications and rigorous cost control.

Have successfully managed both domestic and offshore business and facilities operations, spanning such diverse industries as manufacturing, high-technology, wine, agriculture, warehousing/distribution, food processing, and research.

Most recently, as a Consultant CEO, guided a startup company in the alternative energy, waste-to-fuel conversion market to sales contracts in excess of \$150 million in less than one year.

SUMMARY

- Started, organized, and managed a blended onshore and offshore operation to outsource services for architecture, engineering, building developers, facilities management operations.
- Hired to optimize return for investors of a company in Chapter 7 liquidation.
- Defined a turnaround plan for a winery, including cost cutting, engaging new distribution channels and repositioned the company for solid growth.
- Led a company from receivership to viable operation through major restructuring.
- Streamlined and improved operations and internal communications; increased the next-day delivery rate from 94% to 98%; increased sales 40% in eleven months exceeding corporate goals for sales, gross margins and inventory turns

EXPERIENCE SCUPPER SOLUTIONS, San Rafael, CA

2002 - Present

Managing Director

Consultancy specializing in strategy and market development for small and medium sized businesses; conceived and implemented successful strategies to turn around small and mid-sized companies by redirecting financials, sales, marketing, and operations.

Clients included:

- **ENERGY VISIONS, Inc, Sausalito, CA** 2008 - Present
Alternative energy, waste-to-fuel conversion technology
 - Managed structure and formation of start-up company that deploys an enhanced German process for converting bio-wastes into high-grade diesel fuel
 - Contacted potential clients and made presentations worldwide; pending orders of over \$150 million in the U.S., Central and South America
 - Drafted pertinent strategic documents; proposals, company outline, and Business Plan/Executive Summary mission statements
- **eLOGICTECH SOLUTIONS, San Francisco, CA** 2007-2008
Architectural and engineering services company based in Hyderabad, India
 - Retained to establish infrastructure to support office and national roll-out; hired experienced staff while developing and implementing new business model attracting multi-national clients in architecture, engineering, building developers, facilities owners, and engineers
 - Facilitated long-term alliances between builders and architects through outsourcing of AutoCAD services accelerating plans development and construction documentation
- **SKYSIDE STUDIOS, Novato, CA** 2007
Custom cabinet shop providing environmentally responsible designs and finished goods
 - Defined, determined, and developed infrastructure for initiation and