

Rusty Scupper

Any Street
San Rafael, CA 94393

415-999-9999
rustyscupper@aol.com

Director of Operations

As a business consultant with responsibility for an organization's growth through achieving efficiency in operations, methodical business analysis, enhanced inter-departmental collaboration, improved communications, and rigorous cost control, I have successfully managed business and facilities operations both domestically and internationally, spanning such diverse industries as manufacturing, high-technology, wine, agriculture, warehousing/distribution, food processing, and research.

SCUPPER SOLUTIONS, San Rafael, CA 2002- present
Consultancy specializing in business 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 dealing with environmentally enhancing German process that converts 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 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

- Chartered 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

Green custom cabinet shop providing environmentally, socially responsible designs and finished goods

- Defined, determined, and developed infrastructure for initiation and implementation process for Chapter 7 bankruptcy proceedings; realigned leases and established debt consolidation plan
- Integrated strategies for reincorporation into independent sales and production companies

GRAPECRAFT WINES, Sebastopol, CA 2006

Iconic winery producing fine wines for wholesale case goods sale and for the bulk market

- Established and implemented infrastructure; aligned receivables and payables; re-established failed vendor/grower relations; renegotiated written contracts with growers and consultants
- Developed short/long term sales and marketing strategies and cash flow projections; presented these strategies to Board of Advisors and principals gaining buy-in
- Performed comprehensive assessment of underperforming marketing and distribution network; implemented pro-active management of sales and distribution contacts; led re-branding of winery; improved sales staff communications which resulted in 27% sales growth.
- Collaborated with owner, consulting CFO, winemaker and parent company in determining future direction of GrapeCraft