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Objective

Seeking a full-time position as a facilities director with opportunities for growth.

My career has provided me with experience in volatile markets, bankruptcy, adaptive processes, change management, contract negotiation, and long-term planning. I will lead using these skills to achieve success and create opportunity within my team.

PARTY CITY HOLDINGS INC- Director- Facilities & Helium

Woodcliff Lake, New Jersey September 2023- Present

- Oversaw \$120 Million in annual spend between helium logistics, utilities, R&M, permitting, and capital projects.
 - **Contract Negotiations:**
 - Managed over 3 dozen vendors between helium and facilities working on contracts ranging from \$100K per annum to upwards of \$50M per annum. This also includes bankruptcy negotiations.
 - RFPs included (Energy Procurement, Sanitation, Fire, Pest, R&M, WOMS, supply chain.)
 - **Facilities Management:**
 - Worked with an aged fleet 750 stores (avg 21 years old) to ensure safety/security/and sales were never at risk.
 - Partnered with vendors to create better PM programs and proactive services vs relying on reactive services, allowing PCHI to better allocate funds and identify issues that could close stores before they occurred.
 - **Helium Logistics:**
 - Securing, delivering, and safeguarding product to 750 retail locations that directly relates to 30% + of PCHI's revenue. Created an inventory management system that obtained a 95%+ in stock rate during Helium Shortages "3.0", "4.0", the COVID pandemic, and bankruptcy.
 - Created a training program to teach the field how to better manage their inventory.

PARTY CITY CORP- Senior Manager Facilities & Helium

Rockaway, New Jersey March 2022- October 2023

- Awarded TOP 40 UNDER 40 – Retail Touchpoints (Business Innovation):
 - Designed a helium ordering process using data analytics to highlight where and when demand would be needed. This allowed us to better track inventory and cut helium shrink from 30% to 22% allowing PCHI to reinvest nearly \$13M YOY while supporting Balloon Delivery programs that doubled our balloon sales, increasing sales appx \$100M YOY.
- **Change Champion Council:**
 - Assisted in leading the change in culture as PCHI underwent an office consolidation. This enabled us to return from remote working to a new hybrid work building, providing a tech friendly environment.
- **Project Management:**
 - . To name a few: HVAC installation programs, Signage, Permitting, Store refreshes, roof repairs, union contracts, hurricane prep, storm recovery, hazardous remediation, Incident Response Team, and OSHA / ADA compliance.

PARTY CITY CORP- Regional Facility Manager & Helium Team Lead

Rockaway, New Jersey November 2019- March 2022.

- **Project management:**
 - Managed a \$3.6M installation program, installing 561 stores in less than 9 months. This lowered shrink from 40% to 30% allowing PCHI to reinvest nearly \$10M YOY
 - Mitigated loss of sales more than \$54M in one year by creating processes to identify vendor shortfalls during, what was at the time, the largest helium shortage in history.
 - Created a network of 3rd party suppliers to cover these shortfalls and keep our top 150 stores in stock at all times.

Education

William Paterson University, Wayne, NJ 1/16 Cotsakos College of Business (AACSB Accredited)

Bachelor of Science in Marketing

New York Film Academy, Manhattan, NY 2017

Bachelor Certificate in Film Production

SKILLS: MSFM, CMMS, Public Speaking, Change Management, Data Analytics, Contract Negotiation