

Salvatore Paulino, Jr.

Bayside, NY ▪ 718 428 7873

Director of Facilities Management

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Industrious manager with comprehensive experience in facilities and distribution operations at high profile stores. Results-oriented strategist with track record for implementing cost saving initiatives and process improvements to streamline operations. Dynamic leader adept at forging sustainable relationships with stakeholders and teams to drive organizational objectives.

Areas of Expertise

- ◆ Facilities Operations
- ◆ Construction Management
- ◆ OSHA & Regulatory Compliance
- ◆ OSHA/Environmental Compliance
- ◆ Maintenance Management
- ◆ Cost Avoidance & Reduction
- ◆ Safety & Security Programs
- ◆ Energy Management
- ◆ Team Management
- ◆ Staff Training
- ◆ Specification Optimization
- ◆ Relationship Management

Professional Experience

Polo Ralph Lauren/Club Monaco

6/2002 – Present

Director of Field Services

Preside over centralized facilities operation including provision of support services at 300 locations across US and Canada. Supervise four Junior Executives and six field maintenance men. Prepare bid documents, plans, contracts, and specifications to drive operational growth. Oversee recruitment process, training, and overall performance of Central Maintenance Organization

- ◆ Generated annual savings of \$5M through efficient energy management, projects, and repairs performed by internal staff to reduce expenditure.
- ◆ Manage contract awards, performance, and payment schedules. Devise and maintain expense and capital budgets of \$30M annually.

Additional Experience

Polo Ralph Lauren/Club Monaco

Northeast Area Director of Engineering /Service Resources Integrated Facility Management

Formulated numerous client facility management plans in collaboration with executive management and reviewed construction projects to ensure requirements were fulfilled. Oversaw eight senior and junior executives in addition to 89 non-union and union trades associates. Developed all specifications for internal construction projects. Chaired committee to manage energy costs within Northeastern region.

- ◆ Created annual expense and capital budgets totaling \$21.2M.
- ◆ Directed maintenance and building systems for 14 locations spanning 4.5M sq. feet of office and retail space.

Macy's East, Inc.

Director of Engineering

Interfaced with upper management to devise plans to transfer mechanics to multiple sites. Collaborated with team to develop and implement enhanced order-tracking database. Served as committee chairperson to regulate energy usage, asbestos removal, safety, and local law 10 legislation across 90 Macy's East outlets. Supervised junior executives and maintenance staff. Prepared yearly expense and capital budgets worth \$19.7M.

- ◆ Spearheaded all aspects of maintenance and building systems for office and retail space totaling 8.35M square feet across 21 locations.

Education & Credentials

B.S. Industrial Education

Central Connecticut State University, Location

A.A.S. Mechanical Engineering Machine Tool Technology

New York City Community College Voorhees Technical Institute

Professional Affiliations

N.A.P.E. (National Association of Power Engineers)

R.S.E.S. (Refrigeration Services Engineer Society)

PRSM (Professional Retail Store Maintenance)

Licenses & Certifications

Fire Safety Director; NYC Technological College Certificate

Refrigeration Usage, Refrigeration Service Engineer Society Certificate

Safety Training, Liberty Mutual Insurance Co. Certificate

Asbestos Training Seminar, Diagnostic Engineering Inc. Certificate

Commercial Pesticide Applicator; Cooling Tower; Technical Training Institute - Certificate

Central Utilities Plant, High Pressure Boilers and Auxiliaries, Operation and Plant maintenance, Con Edison Certificate

High- & Low-pressure Boilers and Auxiliaries, Operation and Maintenance, Local 30 Apprentice program, Apex Technical School Certificate

Air Conditioning and Refrigeration, Technical Training Institute Certificate

New York City High Pressure Boiler License Index No. 17584

New York State High Pressure Boiler License No. 1240

New York City Air Pollution Certificate No. 08295

New York City Refrigeration License Index No. RQ11248

New York City Air Compressor Certificate

New York City Carbonic Transfer Certificate

New York State Cooling Tower Operators License ID No. 1623949

Proper Refrigeration Usage - Certificate No. 039202243