

Jeffrey J Dill

Colonel, US Marine Corps (Ret)

4 Sunrise Ct, Flemington, NJ 08822
910-545-7949 jjdill0814@gmail.com,
<http://www.linkedin.com/pub/jj-dill/a/67a/427/>

EXECUTIVE SUMMARY

Retired Marine Corps Colonel with exceptional global strategic vision and communication skills, executive leadership, and program management expertise in multiple complex organizational environments. A proven leader who has excelled within the US Military, the fast-moving environment of US Energy sector, and the challenging world of retail. A self-starter whose drive, ability to seize the initiative, and inspire others is unmatched. Vast experience in effective and result focused communications across all levels of organizations. Exceptional strength in interpersonal relationships skills, team building, and ability to handle diverse and new challenges. Proven track record of improving business processes and efficiencies.

PROFESSIONAL EXPERIENCE

Vice President, Enterprise Facilities, Helium, and Energy Management

Party City Holdings Inc, Wood Cliff Lake, NJ

June 2020 – Present

- Lead effort to bring all manufacturing and distribution centers into facility management program to identify expense by trade and opportunities for increased efficiency through use of national level service contracts
- Fundamentally changed helium purchase and supply paradigm. PCHI is the first retailer to directly source helium. Currently control 56% of all helium used with roadmap to achieve 70%+
- During significant global shortage, PCHI one of only retailers to have helium in stock and in sufficient supply to meet customer demand
- Reduce helium waste by over 50% resulting in direct save of nearly \$20M annually
- Oversaw and managed the closing of four Corp offices in 3 states within 12 months and the build and opening of 200Ksqft upgraded facility
- Responsible for P&L expense and capital spend in excess of \$140M
- Leading member of ESG efforts across organization
- Lead cross departmental effort to transition organization to use of Cloud Storage with ultimate goal of being paperless
- Lead effort to sign several community solar projects for retail stores in three states to reduce carbon footprint and reduce costs

Senior Director, Facilities and Construction Operations

Party City, Rockaway, NJ

October 2018 – June 2020

- Directly responsible for the management and oversight of in-direct expense and capital budgets (\$50M+ year) for 760+ retail stores across the US and Canada
- Directly responsible for the management of helium distribution within the company with several key vendors with contracts totaling more than \$70M per year.
- Led efforts to mitigate global helium shortage through innovative delivery schedules based upon sales forecasts, peak season heat density maps, reducing helium loss and waste, and training of store personnel
- Directly manages and oversees the following contracts and services to all stores: Permits and signs, alarms, supplies and replenishment, on-site storage, floor care, HVAC, and fixtures.
- Responsible for the operations, performance, and personnel in warehouse. Warehoused used to supplement construction projects with fixtures and equipment from closed stores. Saves company ~\$700M per year in fixture costs

Director, Construction Support Operations

Party City, Rockaway, NJ

August 2017 – September 2018

- Directly responsible for the management of helium distribution within the company with several key vendors with contracts totaling more than \$25M per year.
- Took over Permit and Sign Department just 5 weeks prior to Halloween due to poor performance and leadership. In short order prioritized tasks, set goals, and ensured all 274 pop-up Halloween City stores had signs and lighting prior to opening.
- In junction with primary helium vendor, designed-developed, and oversaw the installation of nearly 600 helium telemetry systems in stores across the US. \$4.5M project that radically changed helium ordering and delivery system within company. First retailer to incorporate advanced technology in helium delivery systems. Savings in first year from improved efficiencies and reduction in helium loss nearly \$2M

Vice President, Operations

NRG Home Solar, Wall, NY

May 2015 – January 2017

- Directly responsible for a large, dynamic, and dispersed solar installation operations across the United States. Operations include training, vehicle fleet of nearly 600, central and market processing, install force in excess of 300, engineering, and install partner operations
- Directly involved in the design, development, and implementation of strategic communication plans for external and internal audiences
- Restructured entire operations division to improve oversight, spending control, and improve overall performance
- Within 6 months weekly performance metrics more than doubled, payroll costs were reduced by over 20%, over time costs were cut by 50%, and controls place in warehouse operations resulting in \$1M annual savings.
- Designed, developed, and implemented comprehensive safety program that resulted in 50% reduction in OSHA recordables within one year.
- Devised innovative predictive scheduling model that allows customer projects to be scheduled in advance of permit approval resulting in an average savings of two weeks of time
- Devised and implemented a geo-scheduling concept that utilizes a mapping program to schedule projects in out weeks that are within a few miles of each other. This effort has decreased drive times, decreased gas and mileage costs, and has resulted in weekly output of installation teams more than doubling in a 6 month period.
- Implemented several programs to increase partnership and to synchronize efforts between sales and operations. These efforts include 'solar events' that tied geo-scheduling initiative to sale canvassing efforts. Results included better partnership and understanding between two groups, increased social and traditional media coverage, and significant increases in sale leads

Senior Manager, Installation Development

NRG Home Solar, Wall, NJ

January - May 2015

- Designed, developed, and implemented comprehensive training program within 30 days of start for all new and current solar installers. Successfully trained over 400 installers in 3-month period. Training included classroom and practical application learning strategies with multiple testing scenarios to ensure knowledge retention. Training included safety, best practices, customer service, and process efficiencies.
- Developed Level II training program for skill and functional development of each employee during their first 90 days. Training in field and classroom environment with coaching/mentorship component that resulted in quality of installations but a decrease in safety incidents and accidents.
- Created process and infrastructure to support on job evaluations of performance, quality, and safety performance. Feedback mechanism allows for real time analysis of data and update of training period of instruction.

Colonel, Commanding Officer (Senior Executive/SVP Sales Operations)

1st Marine Corps Recruiting District, Garden City, NY

2012-2014

- Led and directed an 800+ Marine and civilian recruiting work force throughout the North East. Area of operations covered 9 states and 168K square miles with direct control and oversight of \$17M operation budget.
- Designed and developed sales training program that resulted in District having more than 70% of monthly quota being met on 1st day of month for over 14 consecutive months
- Managed and directed successful completion of multiple projects across varied lines of operation

- Represented US Marine Corps on multiple media mediums; communications skills, presence, and bearing were exceptional.
- Reviewed all fiscal policies and procedures and quickly identified a number of opportunities to improve operational efficiencies resulting in direct hard savings of \$1M each year.
- Developed comprehensive operational risk management program with exceptional results.
- Initiated new comprehensive marketing plan that capitalized on efficiencies and capabilities of social media to influence target market and key influencers. Led the nation in social media exposure and positive impressions. Effort took seasoned communication skills at multiple levels for this initiative to be approved and realized.
- Developed comprehensive marketing and public affairs strategy to enhance Marine Corps global brand recognition and reputation. Understands strategic and global importance of branding and relationship to social media
- Directed and supervised all facets of District operations to include sales/recruiting operations, training, logistics, facilities, warehouse operations, public affairs, fiscal management, legal, human resources, recruiting operations, marketing and advertising, in addition to the management of over 300 facilities, 600+ vehicles.

Colonel, Chief, Net-Centric Innovation Division (SVP IT Operations)

Joint IED Defeat Organization, Counter IED Operations-Intelligence Integration Center, Crystal City, VA
2009-2012

- Supervised and led 300+ contractors, US military, and civilian employees with skills sets in information assurance, software development, quality assurance, help desk, and Computer Network Defense while concentrating on the innovation and development of new and technologically advanced software tools in support of global combat operations.
- Led and managed over two dozen global IT sites in direct support of dispersed and fast moving customers..
- Developed, managed, and executed an annual division budget in excess of \$100M
- Lead DoD efforts on software development, large data management, analysis, and virtual collaboration.
- Reduced personnel by 20% and overall costs by over \$10M while improving performance and efficiencies. Improved overall customer support and satisfaction by over 25% within first year.

Lieutenant Colonel, Commanding Officer (Executive VP Operations)

1st Battalion, 7th Marines Twentynine Palms, CA /Iraq
2006-2008

- Responsible for the employment, training, discipline, morale and welfare of an organization of 1,500 people across 1,700 square miles. Primary duties included leading the organization through numerous complex and varied operations and training exercises that required a thorough understanding of current and potential requirements, global political considerations, and the assessment of the capabilities of numerous and diverse teams.
- Represented US Marine Corps and Allied forces of Iraq in several media interviews
- Collaborated with multiple US Government and civilian organizations to coordinate and ensure efficient and effective use of millions of dollars in reconstruction and small business development funds.
- Oversaw and managed equipment and weapons account valued at over \$500M and budget over \$20M

Various Command and Staff Positions

1990-2005

- Held a variety of entry and mid-level management and leadership positions. Additional information can be provided upon request,

EDUCATION

National War College, Washington DC
Master's Degree, Distinguished Graduate, National Strategic Studies June 2009

Marine Corps University, Quantico, VA
Master's Degree, Honor Graduate, Military Science June 2001

Seton Hall University, South Orange, NJ
Bachelor of Science, Business Management May 1990