

Walter C. Pawlowski

5042 Charmer Ln., North Port, FL 34288

Tel: 941-888-0171

Email: wcpawlowski@gmail.com

Executive Management • Business Analysis • New Product Development • Transportation Operations
Sales and Marketing • Plant Operations • AbilityOne Expert

Dynamic, results-oriented professional with over 45 years of experience in plant and project management, sales/marketing, federal contracting, new business development, physical plant maintenance and transportation services. A strong analytical and budgetary skill has overseen over \$20 million in 14 diverse cost centers with demonstrated integrity and sound judgment who excels in strategic planning and staff motivation and development.

- Capital and operational budgeting
- Production and inventory management
- Financial analysis and operational cost control
- Sales and marketing strategies
- Profit and loss responsibility
- Crisis management
- Team-building and leadership
- Federal contracting
- Contract negotiations
- Information systems
- Physical plant operations including construction projects
- DOT and DMV regulations

North Port Forward

Chairperson of the Board of Directors 2021-present

Access: Supports For Living Inc.

(Formerly Occupations Inc. / New Dynamics Corp.)Middletown, NY

Senior Vice President of Business Development 2014- 2018

Vice President of Business Development 2011- 2014

- Leads and develops new product and service opportunities with the goal of providing employment for people with disabilities.
- Leads business analyses and development of business plans and price proposals.
- Provide input on all contracts and ensures contractual obligations are met with high quality standards and profitability.
- Builds and maintains key relationships to identify, secure and expand corporate partnerships and business opportunities.
- Senior staff liaison to Industrial Operations Committee of the Board of Directors of Occupations, Inc., Orange County Rehabilitation Services, Inc. and New Dynamics Corporation.
- Plans for the marketing, sales and production of all industrial products and services provided to state and federal government and commercial customers. This includes prime manufacture of products and delivery of services on state and federal property installations.
- Provides input on the development and implementation of Industrial Operations budget and manages multiple cost centers to maximize revenue and control expenses. Reviews analysis of activities, cost, operations and forecast data to determine progress toward stated goals and objectives and amends direction and strategies as required.

- Develops plans to conceptualize, build and maintain sophisticated manufacturing equipment and tooling to support business operations and expansion.

OCCUPATIONS, INC. / NEW DYNAMICS CORP.

Middletown, NY

Vice President of Industrial Operations 1987-2011

- Doubled division income generation over last five years.
- Reduced labor force by 5% per year while increasing income
- Reduced corporate expenses through processes and procedures
- Instrumental in development of corporate vision
- Expanded transportation fleet from 10 to 150 vehicles.
- Reduced per vehicle operation expense by 5% per year
- Assisted in achieving national corporate recognition in field.
- Oversee physical plant operations for 65 diverse sites.
- Added one or more Federal contracts per year over last 4 years.
- Added one or more State contracts per year over last 4 years.

General Manager of Production Services 1982-1987

- Created operating procedures which reduced costs by 10% per year in Division
- Increased division income by 30% per year.
- Added one or more State contracts per year 1982-1987.
- Increased production per employee by 7% annually.

MECHANICAL RUBBER PRODUCTS

Plant Manager

Warwick, NY

1972-1982

- Oversight of plant operations for a manufacturer of custom-made rubber products with over 100 union employees.
- Responsible for administering government contracts, sales and marketing, cost estimating and production management.
- Increased sales growth 500% over 15 years.

Education

Orange County Community College, Middletown, NY

- A.A.S. in Business Administration
1967

Military Service

Awards

Captain - Battery Commander, Artillery, *US Army/NYARNG* 1967-1972

- Management and administration of 135 enlisted men and officers
- Top Secret security clearance in nuclear weaponry
- Army National Guard
- Honorably Discharged

Charles "Chuck" Hunt Jr. Career Achievement Award NISH East Region November 2012 The Charles "Chuck" Hunt, Jr. Award, which recognizes leadership and selfless dedication to improving the lives individuals with disabilities through the creation of employment opportunities. Chuck Hunt, Jr. was a leading professional and advocate for people with disabilities who passed away in 2005.

Award for Outstanding leadership NISH East Region October 1999 Outstanding leadership and selfless service to people with severe disabilities.

Award for Outstanding Contribution as a Founding member A.R.M. Association for Rehabilitation Marketing August 2012

References upon request