



RP

RAYMOND PALMER

Mechanicsburg, PA

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OBJECTIVE

Seeking Senior leadership role that allows my creative and energetic skills to lead an organization to the next phase of their growth and expansion objectives.

Highly Driven Professional with a diverse career background in CPG, Healthcare and Government Industries. Consistently exceed expectations and objectives of the organization. Bring exceptional interpersonal and negotiation skills, and ability to lead large multi-departmental operations with an entrepreneurial spirit.

SKILLS

- Project Mgt.
- MS Office
- Office 365
- SharePoint
- Yammer
- EMR Systems
- Adobe Acrobat
- Salesforce
- BS&A – ERP Software
- Public Speaking

EXPERIENCE

CPG: BEST FOODS, UNILEVER, PEPSI BOTTLING GROUP (1984-2007)

MGR. SALES OPERATIONS, TRADE MARKETING, ACCOUNT LEADER, GM

- Consistent top in sales and profit performance; double digit growth
- Named TOP SALES MANAGER of the Year; Florida, Ohio, Northeast
- Reported to Wall Street; Full P&L
- Responsible for all KPI; Sales, Profits, Distribution & Safety
- Achieved top safety award - 5 years “no lost time”
- Iconic brands; THOMAS ENGLISH MUFFINS, DOVE, PEPSI
- 3 Year Sales Contract; drove double digit growth; 200 Million Bus.
- Trade Planning, Logistics and Operational Excellence-Team Leader
- Creative Planogram and Distribution enhancements; 18% growth
- Sector Experience; C&G, CLUB, DRUG, FOOD & MILITARY
- “TOP TO TOP” Executive Presentations; COSTCO, WAL-MART, AHOLD

HEALTHCARE: MOUNTAINSIDE - Mental Health/Addiction (2009-2015)

VICE PRESIDENT OPERATIONS & GENERAL MANAGER

- Private Equity Funding
- Responsible for all procurement and local community outreach
- Responsible for Recruiting & Training all Detox clinical staff
- CARF and JCAHO Accreditation & Implementation Team
- Project Mgr. for 20 million-dollar Detox facility
- Opened Extended Care facility
- Opened Mountainside Café work program and operational process
- Designed all Operational SOP processes for the organization
- Named “Best in Class” Manager 3 Years in a row
- GM- 24/7; 150 staff and 100 Mountainside Clients

EXPERIENCE

GOVERNMENT: SILVER SPRING TOWNSHIP, PA (2017- Present)

Assistant TWP Mgr., PW Director, IT, HR & Finance

- Negotiation Team for Police CBA; 4-year 200K Savings
- Negotiated Township Healthcare program 125K savings
- Created Disaster Recovery Plan
- Created Document Mgt. System for TWP
- Budget Team 3 Years in a row
- Implemented new ERP Financial, Building and Work order Software; BS&A- 100% paperless
- Grant writing; Awarded \$200K grant for Township initiatives
- COVID policies and full compliance
- Developed Township Wellness Program
- MS4 Team Member & Compliance
- Implemented Office 365, SharePoint and all remote work
- Built new Culvert/Bridge project- #1 initiative, 150K Savings
- Rebuilt 2 major roads- 50K Savings
- Project Mgr. Veterans War Memorial
- PW Department cost reduction over 3 years; 400K

EDUCATION

BACHELOR OF ARTS • ST. LEO UNIVERSITY, FL. (1980-1984)

- Named Business Student of the Year
- President of the Fraternity Council
- Played Collegiate Baseball

VOLUNTEER EXPERIENCE OR LEADERSHIP

- Ran 10 Marathons
- Ran 20 plus ½ Marathons and Several Triathlons
- Fleet Feet, River Runners Club
- Breeder of Clumber Spaniels
- Cumberland Perry Vocational School Advisory Member
- Chestnut Hill Cemetery – Treasurer Board Member
- Coached Youth & High School Football