

Camilo F Aguirre Fadic

aguirrefcf@gmail.com

SUMMARY

Bilingual Agricultural Engineer with over 16 years experience in South America, Canada, United States, Europe and Asia, working with importers, exporters, and brokers as the liaison, account executive, salesman, operations and QA manager. Self-motivated, driven professional, direct and efficient management capabilities, and impeccable quality control procurement seeking a position that challenges my existing skills, broadens my industry knowledge, and impacts overall bottom line results. Team

PROFESSIONAL EXPERIENCE

Mountain King Potatoes / Schoenmann Produce / Farming Technology Inc. Houston TX 12/2017 - May/2019

Plant Manager (Potatoes - Whole sale & Food service retail supplier), production and operations on site. Directed 150 workers, divided into two shifts, day and night. Houston, TX warehouse plant operations. Including Receiving bulk department - Reconditioning department (repack) - Grading product department - Floor production department - Loading dock department - Sales department, to mention some.

Modified procedures to minimize/reduce, and eliminate customer product rejections. Outperformed 70% rejections decreased in less than 6 months.

Replaced Quality control and Assurance departments procedures, simplifying previous process product inspections.

Upgraded inventory management procedures. Consolidated FIFO (First In First Out)

Responsible of lessened cost production, labor , employees overstuff and over time as well.

Acquired new personnel staff dedicate it exclusively for hiring.

Enforced the importance of Food safety in & out Warehouse refocused in safety culture.

Fresh Select LLC – Dinuba CA 6/2017 – 9/2017

Operation Manager (Tree fruit – Citrus – Pomegranates)

Responsible for leading, developing, managing, and executing all operations in house.

Domestic and overseas imported product as well.

Quality systems such as, SQF (Safe Quality Foods), HACCP (Hazard Analysis Critical Control Points), GMP (Good Manufacturing Practices), and SOP's (Standard Operating Procedures) for plant Quality department while providing day to day QA leadership to ensure all products shipped, meet industry protocols.

Communicate food quality standards to plant personnel such as QC and Food safety departments.

Corrective actions, quality audits, production and facility monitoring. (Recalls)

Establish strategic goals by gathering pertinent business, financial, service, and operation information; identifying and evaluation trends and options; choosing a course of action; defining objectives evaluating outcomes.

Reduced, labor and production cost, successfully.

Dayka & Hackett LLC – Reedley CA 7/2016 – 6/2016

Quality control & Field Operations. Export Sales (Grapes –Tree fruit – Citrus).

Coordinate crop along with sales department and customer programs.

Assure packaging materials supply, traceability information and food safety protocols standards are correct, and followed by workers/growers.

Monitor harvest production volume and quality, maintaining sales department informed.

Developed grower relationship, providing professional consulting and advising prior and post harvest.

Quality control and Operations in house during California citrus season. (Fresh Select LLC).

Allocating product for outgoing orders. Coordinate on a daily base packing instructions schedule.

Responsible of providing grower information such as pack outs, quality report, condition report (imported product), product lost, etc.

King Fresh Produce LLC – Dinuba CA 2/13- May 2016

Quality control & Operation Manager - domestic/export Sales

Experience in inventory management, able to launch work process that improved inventory control managing product aging.

Management skills, extensive knowledge in project management, cycle count and solving problems as well.

Responsible, allocating product on outgoing orders to final destination based on quality-condition product, ensuring successfully product arrival at destination.

Leading recruiting, selecting, orienting, and training employees for QA department.

Planned/Programmed managing restyle and recondition operations.

Coordinate harvest –packing, daily schedule during CA grape season.

Partnered New growers , domestic and internationally.

Relocated in New Jersey to manage import Chilean Season during winter time

Developing my skills in sales, building and developing new customer accounts, programs as well.

Sales, entry domestic level and overseas exports as well.

Advanced user Famous software.

Chestnut Hill Farms. Delaware, United States

Quality Assurance Manager East Coast 4/12 -2/13

Pineapple and melons Growers - sellers - distributors

Responsible for leading, developing, managing, and executing all quality systems required within their area of responsibility. This includes working with customers, suppliers, corporate personnel, and manufacturing staff.

Responsible for the strategic development and auditing of Quality systems such as, SQF (Safe Quality Foods), HACCP (Hazard Analysis Critical Control Points), GMP (Good Manufacturing Practices),and SOP's (Standard Operating Procedures) for plant Quality department while providing day to day QA leadership to ensure product shipped met customer expectations.

Responsible provider of quality standards to Warehouse storage personnel.

Corrective actions, quality audits, production and facility monitoring.

All Seasons Fruit Supply Inc. New Jersey, United States
Sales executive / QA inspector 11/11- 4/12

Hired to sell retail and wholesale fruits (melons, pineapples, apples, and grapes), manage logistics with my industry contacts, negotiate shipping and storage contracts, and oversee all aspects of liquidations and relations with Chilean growers.

Achieved sales of 72% of all ASF grapes for Chilean season (80,000 cases).

Developed relationships with 3 new Chilean growers and initiated new grape programs for 2011/12 seasons.

Overhauled QA inspection procedures, 10 % decrease in rejections upon arrival.

Coordinated logistics throughout sales cycle from grower to retailer, wholesaler, or Food service client base.

Frucentro S.A., Wilmington, DE/Santiago de Chile
Commercial representative for United States and Canadian markets 12/05-09/11

International assignment to develop and grow client base in United States and Canada with high concentration on pre-selling fruit to importers at height of market and managing risk of storing fruit during market lows. Maintaining relationships and grow client base from East Coast to West Coast and as North as Canada.

Directly responsible for all client relations internationally (from growers to buyers and importers), logistics, cold storage, inspections, liquidations, and market analysis.

Commercial representative for 400,000 cases (grapes), 80,000 cases (stone fruit: peaches and nectarines), and 20,000 cases (cherries) per season in United States market.

Re-structured QC process by creating Quality control inspections at Chilean farms during harvest process, directly impacted positively fruit quality and condition upon arrival, decreasing rejection rates by 17%.

Supervised operations of 22-25 shipping vessels per season, port rates negotiations, USDA inspections, audits, and Storage.

Implemented pre-cooling system, consisting in cooling down temperatures after fumigation, as a result better fruit condition expanding grapes shelf life for longer storage periods.

Negotiated market prices with average of \$3.50 profit margin per case.

Achieved liquidation return importer to exporter final sales (\$200K in company profit)

Decofrut, Nogales - Arizona
Operations Mexican vegetables program (Chiquita company) 06/05 - 12/05

Assignments included overall supervision of a team of fruit inspectors. Administered QC reports and audits for clients and internal company performance and account management.

Performed skills assessment for line supervisors and elaborated a development plan which included skills, goals, specific objectives, training, and performance evaluations.

Giumarra International, Wilmington DE 09/04 – 05/05.
Quality Control – Fresh table grapes, Tree fruit

QA inspector, over 3 Million cases of fresh import product from South America countries such as Brazil, Peru, and Chile.

Compiled all inspection reports and presented daily QC report to sales Manager.

Diagnosed productivity gaps and implemented immediately plans utilizing protocols, and process modifications.

Allocated product on outgoing orders based on quality, condition and customer needs.

Supervised re-style or reconditioning product.

EDUCATION

B.S., Agricultural Engineering, INACAP, Santiago, Chile 2000-2005

D.A, College, Mercedes Fritis Mackenney Agricultural School, Chile 1995-1998