

Daniel Torres

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in linkedin.com/in/dantorresh

Summary

LinkedIn Info

Experienced multi-dimensional operations business professional, who delivers accelerated profitability, forges strategic vendor partnerships and leads teams in achieving sustainable revenue optimization and organizational growth. An adaptive leader that brings a broad breadth of experience into consumer and industrial products while exploiting new technologies. Goal oriented leader with an uplifting, energetic passion for developing, directing and lead cross-functional teams to achieve high operational performance while continually improving the processes and customer satisfaction. Exceptional keen managerial operational, accounting and financial knowledge, adaptable cross-industry process application skills and unique analytical problem-solving skills. Hands-on manager with a keen ability to optimize operational efficiencies.

Experience



Business Management/Operations/Accounting Instructor

Jan 2009- Present

San Jose City College

Small Business: Bookkeeping for Small Business, Business start-ups.

Financial, Managerial, and Intermediate Accounting: general accounting practices & development and reporting of Financial Statements and auditing functions.

Managerial Accounting: Effective managerial decision making. Product Costing for Product & Service Costing, Process Costing, Standard Costing, Budgetary Planning, Break-Even Analysis, Product Pricing, Incremental Analysis & Capital Budgeting.



Business Startup and Improvement Consultant

Oct 2006- Present

Torres Business Services

The business provides valuable support services to various small and mid-size businesses throughout the US and Mexico. Industries include packaged foods, quality assurances, value-added agricultural processing industry, biotech manufacturing, automotive dealerships, accounting & bookkeeping services, publishing (advertising), small general retailing and the logistics.

Projects include accounting support services for new start-up organizations or business under a reorganization. Startup business planning and execution business plans, regulatory compliance (Osha, FMCS, FDA, USDA, DOL, and DOD), standard operating procedures (SOP's), Joint Business Ventures, Management support during regulatory governmental audits (IRS, BOE, OSHA, and others)



Business Instructor

2006- Present

Hartnell College

Professional Development Courses: Effective Supervisory Practices, Quality Assurance, Regulatory Compliance, Team Building, Supply Chain Management, H.A.C.C.P, Leading skilled teams to achieve optimal performance with challenging technical projects and daily operational activities.

Financial Accounting: General accounting practices and reporting and development and reporting of the Financial Statements.

Managerial Accounting: Effective managerial decision making. Product and service costing, Process costing, Standard Costing, Budgetary Planning, Break-Even Analysis, Incremental Analysis, and Capital Budgeting.



Business Instructor

Aug 2007 - Jul 2009

California State University, Monterey Bay

2 years

Business Lecturer, Financial Accounting.



General Manager / Chief Operations Officer

Mar 1997 - Jul 2006

Meyer Tomatoes Inc. / Meyer Equipment Inc.

9 years 5 months

Chief Operations Officer: Overall operational management responsibility of Meyer Tomatoes Inc. in California, Arizona, and Mexican operations. Planned and executed annual operational and capital budgets. Overall responsibility for compliance with all United States and Mexican regulations. Negotiated with processing facility partners and all growers throughout Mexico and the United States. Improved profitability by six million annually dramatically by improving the processes used in the processing facilities and streamlining supply-chain. Lead major Quality and Cost improvements in the twelve processing facilities by developing key managers and implementing Lean Manufacturing practices. Improved the company's logistics department dramatically to increase timeliness and customer satisfaction.

General Manager: Overall P&L responsibility for a fleet of 240 trucks providing effective hauling services to the fresh vegetable industry (commodities & value-added) and the wine Industry in Monterey, Santa Barbara, Napa, and Sonoma Counties. Implemented training and development programs for each business segment to improve customer services and improve operational effectiveness.



VP Operations / General Manager

Apr 1994 - Mar 1997

Carriage Fruit Company

3 years

(Carriage House Company) VP Operations- Overall responsibility for all manufacturing in California, Oregon and Washington. Increased sales annually by 35% by directly selling to target markets in Japan, South Korea and Australia. Introduced new consumer products and industrial products. Introduced innovative IQF process using a hybrid technology and reduced costs over \$650,000 . In addition, led the development of a new product for the elite Japanese Market. New Products were the key to an annual 1.5 million dollar improvement in operating income.



Plant Superintendent

Mar 1990 - Feb 1994

DOLE Fresh Vegetables

4 years

Plant Superintendent:

Responsible for the production, sanitation, shipping and receiving departments in Salinas, California and Yuma, Arizona. Led the transformation of the production process from a "hand-pack" operation into a highly automated "World-Class" process. Jointly developed a series of highly successful innovative products with the cross-sectional operational and R&D teams.

Education



University of Michigan-Dearborn

Systems Engineering Program / Executive Management Program, Production & Material Systems Engineering

Executive Management Courses with General Motors



MIT Sloan School of Management


2019 - 2019

Certificate - Executive Management Program, Artificial Intelligence- Implications for business strategy, A

Intense course on the strategic application of artificial intelligence in business ranging from data processing services to agricultural harvesting. Delivered various projects demonstrating the application of practical transformational changes in the manufacturing environment and the services industries.

	<p>Santa Clara University Leavy School of Business Certificate of Advanced Accounting Program, Accounting Advance Accounting Certification</p>	2006 - 2006
	<p>University of Phoenix Master of Business Administration (M.B.A.), business administration, 4.0 MBA</p>	2000 - 2001
	<p>San Jose State University BS, Logistics, Materials, and Supply Chain Management</p>	1981 - 1985

Skills

 Team Building • Accounting • Strategic Planning • Financial Analysis • Microsoft Office

Certifications

Asceptic Processing • United Latino Students Association