
DANIEL H. KOLBACH

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SUMMARY OF QUALIFICATIONS

- Complete understanding of accounting, financing, operations and computer systems.
- Vast experience working and preparing budgets and forecasting, producing information that is clear and concise.
- Organized and methodical work ethics. Strong managerial skills, tactful and persuasive with employees.
- Expertise of the full Office suite, including programming of Access and Excel. Expertise in Famous, system dedicated to the produce industry.
- Bi-lingual, fluent in reading, speaking and writing Spanish and English.

WORK EXPERIENCE

Kolbach Consulting. – Haddon Heights – New Jersey

Jan-2013/now Consultant

- Supervised the implementation of Famous Software for several customers, including the design of operational and accounting procedures.
- Analyzed, proposed solutions and troubleshooted business operations for several customers, including accounting and sales procedures.
- Part time controller for a produce shipper company, in charge of all accounting procedures and month and year end closing. In charge of all IT related issues.
- Handled all accounting and inventory control for a fish import company.

Seald Sweet International. – Swedesboro – New Jersey

Oct-2014/Apr-2017 Import Manager

- Managed import programs from Spain, Morocco, Peru, Argentina, Uruguay and Chile.
- Managed exporter documents including contracts, food safety certificates and auditing. Prepared and follow up export programs with each individual grower.
- Worked with category managers to develop the programs to fulfill the customer's needs. Developed contingency plans in case a grower could not fulfill the program because of timing or production.
- Maintained and established new relationships with grower and exporters to fulfill the programs for the company.
- Managed and resolve problems with growers and exporters, documentation and production.

AMC Direct Inc. – Glassboro – New Jersey

Jul-2009/Jan-2013 Commercial Manager/Controller

- Hired to setup and managed the new east coast office of the company. This included interviewing and hiring all the accounting and operations personnel.
- Managed and setup a new installation of Famous Software for the whole company, including the offices in Montreal and Los Angeles. Trained all employees in the use of the system, designed the accounting structure and the interconnection between all the business entities.
- Managed the accounting department and indirectly the accounting departments of related companies.
- Managed the sales department for the company, this included developing customer's programs and directing the daily business process including managing the customer's credit limits.

- Managed the procurement team in negotiations with growers and exporters, creating the programs to fulfill the customer's needs.

Sunny Valley International – Glassboro – New Jersey

Ago-1997/Jul-2009 IT Manager/Controller

- Hired to manage the IT Department. Utilizing Famous Software computerized all the company operations, including sales, inventory control, shipping, receiving, accounting and grower accounting functions.
- Designed and implemented the “on-line” operations of all warehouses including international facilities.
- Utilizing Red Line software, an inventory management system, streamline the operations of the main warehouse, cutting missing inventory drastically and improving the loading of trucks dramatically.
- Supervised all accounting personnel of related companies. Including supervising all the intercompany transactions.
- Maintained and setup all company's hardware, including the selection and installations of servers and client software.

Country Fruit Inc. – Philadelphia – Pennsylvania

Oct-1993/Jun-1997 General Manager

- Hired to setup the new company, securing permits, establishing baking process and supervising the hiring of all personnel.
- Negotiated the contracts with all service providers, including port expediting, produce fumigation services, marine terminal services and custom broker services.
- Trained and managed all accounting personnel. Designed and implemented all financial reporting and grower reporting including the final account of sales.
- Managed all operations of the company, including obtaining the paperwork to clear imports, obtaining grower and exporters export certificates. Managing all inventories and making the decisions to move the inventory accordingly to company guidelines.
- Managed a team of 3 salespeople on the day to day operations.

Sep-1992/Oct-1993 Freelance Consultant

- Implemented accounting systems for several customers, including the hiring and training of accounting personnel. Designed and implemented financial reporting for several customers.
- Assisted customers assessing business operations and optimized computer systems to better perform operations and marketing.
- Managed the computer systems for several customers
- Organized and supervised a quality control team to perform fruit inspections at Philadelphia and New Jersey ports reporting back to Chilean growers.

Sermaco Inc. – Philadelphia – Pennsylvania

Oct-1989/Sep-1992 General Manager/Owner.

- Created the company to service small produce import companies on their daily operations such as receivables, payables, inventory control and grower accounting utilizing Famous Software.
- Managed a team of 6 people that performed the data entry of customer's invoicing, order entry and accounts payable.
- Managed operations of the time-sharing service that provided customers with on line access to their accounting and inventory systems.
- Setup computer system for the company's customers including hiring and training of all accounting personnel.

Winter Fruit Inc. – Philadelphia – Pennsylvania

1987-1989 IT Manager

- Managed the UNIX system that handled accounting, inventory control, invoicing, payables and grower accounting.

- Developed and implemented several reporting systems for sales and grower settlements.
- Provided computer support for all departments.

Frupac International – Santiago – Chile

1984-1987 System Programmer

- Assisted in the development of a computerized inventory control system.
- In charge of software testing and debugging.
- Managed the system that produced production forecasting.

Education

Colegio de la Salle – Santiago – Chile

High School Graduate

Universidad Católica de Valparaíso – Valparaíso – Chile

Physics

2 years of study

Universidad de Chile – Santiago – Chile

Mechanical Engineering

1 year of study

Instituto Esane – Santiago – Chile

Systems Analyst

2 years of study

Accomplishments

Winter Fruit Inc.

Designed and implemented several reporting systems in less than 3 months.

Sermaco Inc.

Design and implemented an import reporting system for the industry, the report still been in use.

Country Fruit Inc.

With the help of Western Fumigation got the approval from the USDA and FDA for the importation of fresh grapes in clamshells packaging.

Sunny Valley International.

By utilizing Red Line decreased the time needed to load a truck by 70%.