

Stephen J. Lopiano

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SUMMARY

Diverse, successful Sales Professional to multiple aspects of the packaging industry in roles of Sales Representative, Territory Manager, and Sales Director. Specializing in sales and margin improvement; developing innovative options; and fostering long-term, mutually beneficial relationships. Excels in self-directed environments and as a team member. Highly regarded for strategic development, troubleshooting, and a positive attitude. Extensive experience partnering with stakeholders, business owners, and internal staff on project implementations. Comfortable with remote assignments and extensive travel.

CORE COMPETENCIES

- Project Management
- Accountability to stakeholders
- Strength in developing relationships
- Key and National Account experience
- Focus on profitability
- Detail Focused
- Competitive
- Consultative Selling
- Strong People Skills
- Diplomatic

PROFESSIONAL EXPERIENCE

SCHOLLE PACKAGING, INC, Northlake, IL

2006-2016

Commercial Director

- Managed National accounts in Cleaning Chemical, Lubricants, and Processed Fruit industries, including Ecolab, Sealed Air-Diversey Division, Shell, BP, Chevron, Phillips66, and Kraft Heinz.
- Established and/or maintained leadership position for specific flexible package in those markets
- Profit and Loss responsibility
- Consistent track record of sales and margin growth in an extremely competitive marketplace with most recent numbers showing increase of 22%.
- Lead cross-functional team in project development, as well as, resolving quality and supply issues.
- Negotiated and maintained contracts and supply agreements.
- Successfully supported all stakeholders in the launch of new 6-gallon flexible packaging initiative for the lubricant market with strong cost and sustainability benefits.
- Mentored and managed direct reports on an ever evolving sales team.

Business Manager (2006)

- Initially recruited as part of succession plan of former manager.
- Established goals and managed head count to achieve them.

- Set a standard of recognizing the value of cross-functional team members, utilizing that value, and crediting them for their contributions.
- Promoted to Commercial Director within 7 months.

INTERTAPE POLYMER GROUP, INC, Bradenton, FL

2000-2006

Territory Manager

- Managed \$4MM 19-state territory on the East coast selling Flexible Intermediary Bulk Containers (FIBC)
- Acted as liaison between corporate purchasing and multiple plant locations.
- Triggered new business through value-added approach which aligned domestic and global production with equipment recommendations and inventory management due to long supply chain.
- Major markets included: Food Ingredient, Chemical, Resin, Mineral, and Carbon.
- Tripled sales growth with existing major accounts
- Consistently achieved stretch budget while maintaining high margins
- Utilized equipment partners to gain 25% increase in market share
- Customer loyalty a major, consistent, and primary accomplishment
- National Accounts included: BASF, ADM, Cargill, and General Mills.

ECONO PRODUCTS, INC, Rochester, NY

1995-2000

Sales Representative

- Sold supplies and capital equipment to the Graphic Arts industry relating to printing and packaging.
- Managed over 400 accounts in an 11-state Northeast territory.
- Utilized value-added sales approach with regular technical support, new product introduction, and inventory control support.
- Increased sales an average of 20% while maintaining high gross margins.
- National Accounts included Bemis and Westvaco.

L&L THIS n' THAT, Bangor, PA

1982-1995

Operations Manager

- 3rd generation in family's apparel manufacturing business.
- Hands on with all aspects, including: purchasing, production, sales.
- Negotiated for raw materials
- Scheduled production
- Worked closely with buyers to identify current market trends

EDUCATION

BA Management
Hofstra University
Hempstead, NY

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INDUSTRY AFFILIATIONS

ISSA The Worldwide Cleaning Industry Association.
ILMA Independent Lubricant Manufacturers Association
PPC Petroleum Packaging Council
AAPEX Automotive Aftermarket Industry
IoPP Institute of Packaging Professionals