

# Andrew D. Feltenstein

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## Qualifications for Executive-Level Management

### Professional Profile

An accomplished professional with more than 16 years of experience in management. Recognized by peers as a natural leader with the ability to analyze situations, research options, make a firm decision, and follow through as necessary. Applies an active rather than reactive management style which focuses on business growth and retention.

### Areas of Expertise

Facilities Management  
Operations Management  
Implementation  
Purchasing  
Profit and Loss

Start-Up Operations  
Financial Management  
Proposal Preparation  
Team Facilitation  
Strategic Planning

Product Marketing  
Inventory Control  
Web/Graphic Design/Dev.  
Project Management  
Process Improvement

### Select Accomplishments

- ♦ Oversaw the restructuring and revision of an office, warehouse, and transportation system, resulting in an updated operating environment.
- ♦ Streamlined company operations by setting communication protocol between the sales department, operations, and headquarters.
- ♦ Managed many facets of a start-up operation, including developing product line, formulating strategic business plans, establishing and cultivating vendor and client relations, and handling various administrative duties.
- ♦ Increased the productivity and profitability of a company by stripping down and reorganizing the purchasing department.
- ♦ Maintained full responsibility for profit and loss, staffing, inventory control, protocol, and policies.
- ♦ Implemented a major market and operational shift that yielded significant industry-specific risk reduction.
- ♦ Concentrated on vertical integration as well as developed design and customization services.
- ♦ Coordinated a merger, implementing the transition of an operations base with a new facility.
- ♦ Negotiated terms of agreement with principal manufacturers to spin-off new product ventures, including cultivating import product lines from overseas.
- ♦ Formulated the marketing strategies and product penetration of horizontal markets while establishing a business.
- ♦ Bolstered trademark production items in designer/trademark-specific sales areas.
- ♦ Initiated and established a subordinate corporation to isolate and nurture a distinct merchandising entity.

### Career History

<b>Animator/Illustrator, IT Consultant</b> , Golden Books Family Entertainment, <i>New York, NY</i>	2000-2001
<b>Web Designer/Flash Animator Consultant</b> , cogniVision Inc, <i>Ossining, NY</i>	1999-2000
<b>Vice President of Operations and Information Systems</b> , Maverick Supplies, Inc., <i>New York, NY</i>	1996-1998
<b>Owner/Operator</b> , Skyline Button Novelty Corp., <i>New York, NY</i>	1993-1996
<b>Owner/Founder</b> , Noble Button Company, <i>New York, NY</i>	1989-1993
<b>Vice President</b> , Champion Zipper Manufacturing Corp., <i>New York, NY</i>	1988-1989
<b>General Manager</b> , Maverick Supplies, Inc., <i>New York, NY</i>	1985-1988

### Education and Professional Certifications

**B.S.**, Management and Organizational Behavior, **B.S.**, Economics, *New York University Stern School of Business*  
**CNA/CNE**, CIA *New York*      **B.S.** and partial **M.S.** : Computer Science, *Queens College*  
**Certificates**: Web Design Concepts(**CWPD**), E-Commerce(**CEC**), *Hofstra University, UCCE*  
**BrainBench Certified**: Web Design Concepts, Graphic Design, Multimedia, Photoshop, Flash

Willing to Travel ♦ References Available upon Request  
[www.artificemyth.com](http://www.artificemyth.com)