



## Anil Shah

Global Manufacturing Operations Executive

### BACKGROUND SUMMARY

Anil is a seasoned executive with proven success in developing and executing business and operational strategies that consistently improve efficiencies and increase profits. He has deep expertise in integrating businesses, including cultures, systems, and people. Anil is also skilled in the company-wide implementation of lean manufacturing and Six Sigma processes. He is a change agent focused on results and executing initiatives that create value through continuous improvement in operational processes, productivity, cost, and quality.

### EXPERTISE & ACHIEVEMENTS

- **Drove revenue growth** from \$550M to more than \$2.4B
- **Negotiated material and supply contracts** that generated over \$3M in savings
- **Managed the operations integration** of 4 different and distinct divisions and 31 manufacturing facilities resulting from a \$1.2B acquisition

### PROFESSIONAL HIGHLIGHTS

**NextLife LLC:** As Executive Vice President of Operations, Anil oversaw manufacturing, engineering, and supply chain operations. He successfully launched a new production facility, guided the company through FDA certification, and established a strategic manufacturing partnership in Asia. Anil also collaborated with customers in the development of material blends.

**Wilkinson/Dispozio Industries Inc.:** As Vice President of Operations for this \$180M foodservice packaging manufacturer, Anil led manufacturing, engineering, and supply chain operations. He reduced the safety incident rate by over 33% through enhanced communications, education, and a focus on accountability. Anil improved plastics operations productivity through data collection, analysis, and implementation of process and personnel changes. He improved adherence to the planning schedule from 62% to 87% in two years. Anil implemented the Preventive and Predictive maintenance process that improved equipment and infrastructure performance, reducing downtime by 15%. He negotiated material and supply contracts, generating over \$3M in savings while extending payment terms to improve cash flow. He also negotiated a transportation contract with a 3rd party logistics company to generate an estimated 5% in annual savings (\$400,000). By streamlining manufacturing, purchasing, and planning, Anil reduced draw and finished goods inventory by 20% to improve cash flow, decrease backorders, and improve overall customer service levels. Additionally, he played an instrumental role in Dispozio's due diligence and merger with Wilkinson.

**Solo Cup Company:** As Executive Vice President of Global Operations for this \$2.4B global leader in disposable foodservice products, Anil led operations across 19 domestic and 9 international facilities with P&L responsibility for a \$1.7B budget and a team of over 9,000 employees. He managed the operations integration of 4 different and distinct divisions and 31 manufacturing facilities from a \$1.2B acquisition, restructuring the operations organization, driving \$45M savings in operational efficiencies, and establishing standard processes that achieved synergies and created an organization operating in a unified culture. He also implemented Lean and Six Sigma methodologies, improving quality and generating \$10M in cost savings.

### SELECT EXPERIENCE

Executive Vice President,  
Global Operations

Senior Vice President of  
Operations

Area Manufacturing Manager  
Plant Manager

### CORE COMPETENCIES

Six Sigma

FDA Compliance

Contract Negotiations

Integration

Supply Chain Optimization

Revenue Growth

Supply Chain Management