

CHRIS KENDZIORA

Business Summary

Over 25 years broadly based experience as a professional in the Printing and Paper Industry. A highly skilled manager of resources and people who recognizes the importance of team effort in meeting ambitious goals. Special strengths in the areas of raw material procurement and e-commerce. A person who can exercise initiative.

Selected Accomplishments

- **Developed** marketing strategies in communications, resource data inputs, and new products.
- **Established** and developed a customer base for a new product line emphasizing direct end user sales.
- **Co-founded** an Internet start-up company specializing in paper sales for the printing industry. Developed functional website using domain expertise coupled with technology. Developed and managed company infrastructure overseeing operations and raw material procurement.
- **Founded** paper brokerage firm specializing in paper sales for the printing industry. Consulted with paper professionals to formulate and improve paper procurement strategies.
- **Generated** sales for start-up company of \$2.5MM in 18 months.
- **Reduced** \$33MM inventory in a six-plant universe by \$18MM in twelve months.
- **Negotiated** appropriation strategy for \$120MM paper procurement system.
- **Developed** computer driven ordering system creating efficiencies throughout procurement services.

Business History

Real Estate, RE/MAX, Baird & Warner Delivering real estate services to the consumer	2003-Current
Great Northern Paper, Hoffman Estates, IL Paper mill specializing in groundwood paper both coated and uncoated. Marketing Manager Regional Account Manager, Sales Division	2000-2003
Fob, Inc, Chicago, IL Internet Company specializing in the e-procurement of raw materials. Vice President, Procurement Services, Fob, Inc Vice President, Operations, Fobpaper.com	1999-2000
Kaleidoscope, USA, Inc, Winfield, IL Paper brokerage firm specializing in paper sales for the printing industry. President	1998-2000
World Color, Inc./Alden Press Elk Grove Village, IL \$2.6 Billion commercial printer Regional Purchasing Manager for Paper, 1995-1998 Paper Control Manager, 1991-1995 Paper Buyer, 1988-1991 Printing estimator, 1979-1988	1979-1998
Education Northern Illinois University, Dekalb, IL Graphic Arts	1976-1978
College of Dupage, Glen Ellyn, IL Graphic Arts	1974-1976
Illinois Real Estate Salesperson License	2003