



VINCENT CHRISTIANO, MBA

REGIONAL OPERATIONS EXECUTIVE

Pittsburgh, PA | (412) 518-6153 | vinnychristiano42@gmail.com | [linkedin.com/in/vincent-christiano](https://www.linkedin.com/in/vincent-christiano)

\$500M P&L SCOPE | 2 U.S. REGIONS | 8 WAREHOUSES + PRODUCTION | 225 EMPLOYEES
\$2.8M REVENUE PROTECTED | \$1.804M ANNUAL 3PL AVOIDANCE | +23% NETWORK CAPACITY | 20+ LEADERS DEVELOPED

PROFESSIONAL EXPERIENCE

BERLIN PACKAGING LLC | MIDWEST & GREAT PLAINS REGIONS

2022-PRESENT

Global packaging and distribution company with 100+ sales and warehouse locations worldwide

Senior Regional Manager, Warehouse Operations

2025-Present

- Selected to expand warehouse and production leadership across the Midwest and Great Plains regions, increasing operational scope to 8 warehouse locations plus Pittsburgh Production across 6 states, \$500M in P&L scope, and 225 employees; lead regional expense management, Annual Operating Plan (AOP), labor strategy, CAPEX planning, and operating governance.
- Designed and deployed The Blueprint across 4 distribution centers, adding 11,567 pallet positions (+23%) and validating \$1.804M in annual third-party logistics (3PL) cost avoidance through capacity engineered from existing network space.
- Implemented an international inbound margin-protection system after \$82,505 in documented preventable detention/demurrage-related charges; established a <6-day delivery-control standard and sustained 0 recurring charge-producing exceptions for ~11 months.
- Restructured annual physical-inventory governance to 99.82% accuracy with a controlled \$32K variance and redesigned receiving flow to reduce dock dwell from 60 days to <8 days.
- Built and applied a 10-category, 100-point capital-allocation framework across \$275K+ of material-handling investments, including a \$171,337 BU40 infrastructure modernization and a \$104,107 Columbus-Pittsburgh PIT fleet optimization that redeploys existing regional assets, eliminates two recurring rentals, and models \$6.0K in steady-state annual OPEX savings and \$14.2K in five-year net cash benefit.
- Selected by the Chief of Operations to lead enterprise response to a major quality incident across 4 facilities, 1 remote location, and third-party partners while briefing senior leadership daily and converting the response into standardized long-term controls.
- Developed 20+ employees into leadership promotions and appointments across Production, Warehouse Operations, and Maintenance—including Line Leads, Team Leads, and Supervisors—while expanding talent influence through leadership interviewing and selection outside the region.

Production Manager

2022-2025

Scope expanded in 2023 to include Maintenance & Facilities.

- Led a 13-week, \$1.1M-authorized automation program converting 2 manual lines into 2 automated production systems; increased pallet throughput 4.5x (1.44 to 6.50 pallets/hour), cube output 4x (500 to 2,000 per 8 hours), expanded Line 7.1 from ~8 to ~58+ SKUs, held headcount at 12, and achieved ~3-year payback versus a 5-year target.
- Recovered a stranded ~\$750K Line 6 asset through a ~\$325K COO/CFO-approved capital transformation; increased comparable 7-hour throughput from 14 to 52 pallets (+271%), generated \$171.6K+ annual savings, added 0 headcount, finished 1 week early and under budget, and achieved <2-year payback.
- Protected ~\$2.8M in annual top-line revenue by leading cross-functional redesign and UN requalification of a failing cube packaging system through ~3 qualification iterations; institutionalized production controls and sustained certification for >1 year.
- Reduced equipment downtime 90% across 12 machines and 35 forklifts through critical-spares and preventive-maintenance controls; standardized 5 tape-machine platforms to 1 equipment family across 7 carton sealers, eliminating recurring quality failures affecting a major customer.
- Negotiated across 100+ vendor relationships, capturing 15–25% savings or year-plus warranty gains across 10+ asset, material, and labor negotiations and reducing labor costs by \$200K+ in recent agreements.
- Converted production operations to a 4x10 workweek, improving OEE by 10-25% across production lines based on Factbird performance data, increasing productive operating time without adding headcount, and sustaining 99.2% product quality.
- Earned Berlin Packaging's 2024 Rising Star Award and contributed to Pittsburgh winning the Golden Eagle as Berlin Packaging's #1 Business Unit.
- Increased production 75% while reducing overtime 78%, built a 17-person leadership structure across 2 shifts, and hired 50+ production associates—establishing the frontline operating and talent-development system later scaled across Warehouse Operations and Maintenance.

UNITED STATES ARMY

CAPTAIN - OPERATIONS, COMMAND & JOINT INTEGRATION

May 2013-May 2022 | Ranger School | Jumpmaster | Joint Terminal Attack Controller (JTAC)

- Commanded 65 Paratroopers and maintained accountability, maintenance, and combat readiness for \$16M+ in weapon systems, vehicles, and equipment; ranked #2 of 5 Battery Commanders and rated top 5% of Captains, while the unit executed 1,300+ artillery rounds without incident.
- Served as Battalion Assistant Operations Officer with responsibility for planning, resourcing, and executing all operations across Europe; coordinated 12+ external organizations and foreign-government agencies, served as the battalion subject-matter expert for ammunition logistics, executed 8 air operations and 3 named exercises, and ranked #2 of 13 Captains / top 10%.
- Advised leadership for a 500-person Airborne Cavalry Squadron, maintained \$7.5M+ in property, and trained/certified 18 fire-support leaders and Paratroopers; rated #1 Captain by the rater and #1 of 10 Captains / top 5% by the senior rater.
- Deployed 9 months to Iraq during Operation Inherent Resolve as a First Lieutenant serving in a Captain-level Battalion Fire Support Officer role; synchronized 5 combined/joint operations and 700+ coalition/partner kinetic strikes, supported 100+ key-leader engagements, managed readiness for 37 Soldiers and \$2.5M+ in equipment, and ranked top 2 of 41 lieutenants.

EDUCATION & EXECUTIVE CREDENTIALS

MBA — UNC Kenan-Flagler | MA, Management & Leadership — Webster University | BA — Norwich University

Lean Six Sigma Master Black Belt | Level II Specializations: Business Performance & Continuous Improvement; Manufacturing Operations; Supply Chain & Logistics

ISO 9001 Specialist | ISO 45001 Health & Safety | OSHA 30-Hour General Industry Training | Change Practitioner

PMP® - In Progress | 35-Hour PMI ATP Prep Completed | Target Dec. 2026 | Technology: Oracle | Power BI