

Eugene Wolff

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PROFESSIONAL EXPERIENCE

Vice President of Purchasing

1992-present

- Responsible for improving purchasing practices for an increase of sales of twenty-two to fifty million dollars.
- Expanded purchasing techniques through the use of buying groups, direct mill purchasing contracts, computer inventory analysis and new sources of supply.
- Handle all negotiations and maintain relationships with vendors of engineered wood products, composite decking, PVC and wood fascia boards, lumber and plywood.
- Setup and manage rebate programs.
- Solve problems and resolve situations to the satisfaction of owners.
- Oversee logistic and inventory control of materials in yard operations.

Timberwolff Lumber and Home Center, Richmond Hill, NY

President/Owner

1990-1992

- Renovated lumberyard and set up business systems to increase customer base and sales.
- Managed employee schedules.
- Ensured overall effectiveness of business.

Fairway Lumber, Hardware and Home Center, Long Island City, NY

Vice President/Managing Partner

1984-1990

- Contributed to increased sales volume from five million to nine million dollars annually.
- Negotiated contracts, managed organizational systems and increased overall efficiency of the yard.
- Managed the construction, planning and design of ServiStar prototype retail store.

Miron Lumber Co., Inc., Brooklyn, NY

Vice President/General Manager

1968-1983

- Advanced to Vice President and General Manager because of recognized excellence in organizational skills and ability to execute a multitude of organizational tasks with integrity and success.
- Integral part of sales progression from five million to twenty-five million dollars.
- Responsible for all company operations, conducted extensive research and purchased computer software and hardware to increase efficiency and profits.
- Negotiate labor relations with union, and purchasing contracts with suppliers.

RELATED SKILLS

Personnel Management

- Develop organizational charts and employee work flow charts.
- Produce personnel policy and procedure manuals.
- Manage personnel files and record keeping.

- Maintain union contracts and employee grievance protocols.

Purchasing

- Expedite purchase of lumber, plywood and additional building materials via mills, brokers and distribution centers.
- Utilize cooperatives, manufacturers, jobbers and trade shows to purchase hardware and home center items.
- Build long-lasting relationships with vendors through purchasing and trade shows.
- Design effective purchasing systems to increase organizational sales.
- Respond to and have successfully received government bids.

Marketing

- Collaborate with advertising agencies for multi-marketing campaigns to increase profits.
- Develop unique pricing inventory for contractors, industrial and retail trade.
- Supervise external sales personnel; negotiate sales agreements and contracts.

Yard & Store Management

- Redesign of yards and warehouses to improve efficiency, security and inventory management.
- Coordinate construction, store layout and fixture placement of new store.

EDUCATION

St. Johns University – Masters in Business Administration/Executive Management

Masters Thesis - *“Aspects and Implications of Office Administration: A Guide to Construction and Planning.”*

Queens College – B.A. in Economics and Marketing