

**Paul Galloway**

8626 Gavel Dr

Converse, TX 78109

Home: 210-562-3257

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**PROFESSIONAL  
PROFILE:**

**Executive with substantial experience in manufacturing environment . . .**  
Proven leader able to work within corporate structure . . . *easily develops rapport*  
with a variety of employees... **performs** in a professional manner . . . *effectively*  
accomplishes tasks . . . *honest . . . hardworking . . . dependable . . .*

**OBJECTIVE:**

A challenging position requiring goal-oriented, self-starter which will provide a long-term career path with continuous opportunities for personal and professional growth.

**PROFESSIONAL  
EXPERIENCE:**

2007– 2010 **ALAMO IRON WORKS.....SAN ANTONIO, TX**

**General Manager-Steel Fabrication** – For steel fabrication facility.  
Responsibilities included managing all aspects of the division, including inside and outside sales and estimating, contract review and negotiation, detailing, fabrication, project management, and Quality Assurance. Other responsibilities included developing sales projections, sales and marketing, budgets, coordinating with cost accounting, and overall division net income. Responsible for developing new customers thru networking and customer development.

2002- 2007 **J&A MANUFACTURING .....GARLAND, TX**

**Vice President / General Manager** – For metal fabrication and machining plant.  
Directed plant-wide activities including manufacturing operations, customer service, accounting, materials and Quality Assurance. Other responsibilities included preparing customer quotes, planning, resolving conflicts between customers and J&A. Successfully achieved 15 – 20 % annual growth rate as General Manager.

1998-2002 **EXCEL MANUFACTURING.....DALLAS, TX**

**Director of Operations** – for metal fabrication manufacturing plant. Responsible for all facets of running manufacturing plant including staffing, planning, working with vendors, maintaining delivery schedules, and all other administrative functions. Maintained a cost-effective operation to maximize profitability of Texas operations. Provided customers with price quotes for metal fabrication side of business. Also, responsible for marketing and identifying new business in the Texas market.

**Supervisor** – Supervised start up operations of green field site in North Texas. Determined staffing requirements and training of all personnel. Designed and implemented policies and procedures. Operated facility as an Assembly and Distribution center until business level outgrew facility. Planned and directed the moving of operations to a larger facility to accommodate movement of additional machines from parent location in Wichita Kansas.

1979-1997 **FISHER CONTROLS.....SHERMAN, TX**

**ASSEMBLY SUPERVISOR** - Supervised 29 employees working in all-salaried environment. Scheduled workflow, monitored attendance, work assignments, overtime and productivity. Scheduled vacations and implemented disciplinary actions. Facilitated work group in developing *overall plant critical success factor goals*.

**OTHER WORK EXPERIENCE:**

1983 - 1986 **SHERMAN POLICE DEPARTMENT.....SHERMAN, TX**  
**POLICE RESERVE UNIT MEMBER** - Volunteer serving in the same capacity as regular police patrol.

1978 - 1979 **TEXAS INSTRUMENTS.....SHERMAN, TX**  
**DISPATCHER** - Maintained assembly line production flow within Air Traffic Control. Tracked sub-assemblies through to final product.

1974 - 1979 **JOHNSON-BURKS SUPPLY.....SHERMAN, TX**  
**CUSTOMER SERVICE** - Provided on-site customer service, filled warehouse orders and made deliveries for this plumbing supply company during and following high school.

**CONTINUING EDUCATION:**

**AMERICAN PRODUCTION INVENTORY CONTROL SOCIETY:** Production Activity Control, “Just in Time,” Inventory Management and Materials Requirement Planning certifications.

**CORPORATE TRAINING:** *Enhancing Team Skills:* Facilitating high performance teams through problem solving, communication, facilitating and conflict resolution. *Leadership:* Strategies for high involvement leadership; facilitating change. *The Communicative Supervisor:* Supervision; disciplinary actions; problem resolution; communications and teamwork. *Emerson - Operating Union Free:* Union avoidance; do’s and don’ts of handling union organization attempts.

**TEXOMA REGIONAL POLICE ACADEMY:** Advanced Reserve Police Training Diploma, 1985

**ISO 9000:** Quality Certification Program

**OSHA STAR:** OSHA Safety Compliance Program

**MICROSOFT:** Windows 3.1, Windows95, Word, Excel  
**GENERAL OFFICE:** Type 30 wpm, 10 Key, Copiers, Fax

**EDUCATION:**

**GRAYSON COUNTY COLLEGE.....DENISON, TX**  
55 accumulated hours toward Business Administration degree, 3.5 GPA

**SHERMAN HIGH SCHOOL.....SHERMAN, TX**  
Diploma

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**PERSONAL  
REFERENCES:**

**GREG PENNY**

V.P. of Human Resources (Retired)  
Flexsys C.C.  
Brussels, Belgium

Residence:

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Palmer, Texas 75152  
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