

JESSON PROHASKA

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Professional Summary

General Manager/Operational leader with roots in strategy, operations, finance, technology and business development. Twenty years of diverse experience as a tenacious problem solver, with a unique blend of skills that enable a “telescope and microscope” management style (i.e. ability to implement long-term strategy as well as execute the details).

Core Competencies

Profit and Loss Ownership | Cross-Functional Leadership | Entrepreneur and Intrapreneur | Business Process Improvement | Project and Product Management | Technology Development and Implementation | Strategy and Operations Planning | Business Analytics | Manufacturing and Automation | Customer Service

Professional Experience

Biery Cheese Company | Louisville, Ohio | 08/2020 – 08/2021

Own and operate large-scale cheese and plant-based alternative manufacturing facilities that provide custom, turnkey solutions catered to the specific needs of strategic partners.

Chief Operating Officer

- Led all day-to-day Operations for over a \$200 million, 650 employee, two facility converting manufacturer for dairy and plant-based alternative products.
- Increased Operating Efficiency of all assets by no less than 10%. All primary assets set records for rate and throughput. Implemented the “Biery Way” as a sustainable practice and training program for all employees.
- Created and implemented the first comprehensive three-year Strategic Plan with detailed financial requirements.

ViTL Solutions | Denver, Colorado | 06/2019 – 03/2020

Startup management consulting firm focused on helping business leaders achieve their vision.

General Manager

Bootstrapped a new service line, ViTL Growth, designed to help growth companies and their leaders achieve the next level of success. Responsible for strategy, solution development, marketing and sales.

Geotech Environmental Equipment | Denver, Colorado | 01/2018 – 03/2019

Small, high growth business and manufacturer striving to make sound contributions toward a sustainable future for water, soil and air resources by developing and providing cutting edge environmental technologies.

General Manager

- Accountable for overall business operations as well as organizational growth.
- Transformed a commission-based sales group into a Global Sales & Marketing organization thriving on collaboration.
- Obtained the ISO: 9001 2015 certification for the company leveraging a unique blend of lean manufacturing and quality policies.

Noridian Healthcare Solutions | Centennial, Colorado | 02/2017 – 01/2018

Medium, fiscal agent business seeking breakthrough innovation built on consistently providing award-winning services to solve some of the nation’s toughest health care challenges in the Medicare and Medicaid space.

Senior Director, Administrative Services

Responsible for overseeing the design and development of business operations as well as performance requirements for the Administrative Services business unit.

Script Adviser | Greenwood Village, Colorado | 09/2014 – 02/2017

Startup specialty medical provider improving the treatment of Infectious Disease with telemedicine, decision support technology and groundbreaking digitization of healthcare workflows.

President & CEO: 1 year, 10 months

- Developed strategic partnerships with both the Colorado Rural Health Center and Anthem Insurance.
- Evolved the technology from a “first-to-market” prototype to an industry benchmark with significant feature enhancements utilizing an Agile project management process.

President & COO: 8 months

- Led the transition from a bootstrapped project to a viable early-stage startup (raised \$600,000 in capital).
- Built the company from the ground floor, including overall business plan and “go-to-market” strategy.

Leprino Foods | Denver, Colorado | 09/2010 – 08/2014

The world leader in the manufacturing of mozzarella cheese and production of lactose and whey protein products driven by innovation and operational excellence.

Global Sales and Operations Planning Director: 6 months

- Designed, implemented and maintained accountability for the global process and function.
- Responsible for developing a company-wide project management capability by creating and owning the strategic, cross-functional "Project Prioritization Process".

Commercial Financial Planning and Analysis Associate Director: 3 years, 5 months

- Developed and led the global team, accountable for a multi-billion-dollar growth driven business.
- Responsible for the strategic plan, budgeting process and company business analytics and reports.

Avery Dennison Corporation | Mentor, Ohio | 12/2009 – 09/2010

A Fortune 500 company and recognized industry leader that develops innovative identification and decorative solutions for businesses and consumers worldwide.

Business Development Manager

Advanced identifying, evaluating and managing new business development opportunities and marketing initiatives.

GOJO Industries, Inc. | Akron, Ohio | 05/2001 – 12/2009

The inventors of PURELL instant hand sanitizer, a global skin care company with an innovative, entrepreneurial culture that experienced double digit revenue growth during this period.

Corporate Business Analyst – Emerging Markets: 1 year, 8 months

Produced insight and information that led to new business opportunities and probed potential business challenges.

Corporate Supply Chain / Engineering Project Manager: 5 years

- Executed all significant packaging automation projects.
- Demonstrated the ability to implement significant step changes in manufacturing technology, including robotics and “world first” manufacturing solutions to complex, unique product variables.

Plant Engineer: 2 years

Led the packaging automation and plant engineering function associated with a new facility (Laurinburg, North Carolina).

Education

Master of Business Administration (MBA) | Cleveland State University | Cleveland, Ohio

Bachelor of Science in Chemical Engineering with Polymer Specialization | University of Akron | Akron, Ohio

Acknowledgements

Executive Board Member | World Trade Center Denver | 09/2016 – 12/ 2020

Denver Business Journal 2020 40 under 40 Winner