

JASON VAGNOZZI

EXECUTIVE LEADERSHIP | COMMERCIAL STRATEGY | GROWTH MINDSET

Highly accomplished executive with over 23 years of extensive experience in P&L management, commercial strategy, business development, supply chain & logistics, procurement & digital transformation. Recognized for driving significant revenue growth, enhancing profitability, and spearheading innovative change across global markets.

PROFESSIONAL EXPERIENCE

CEO & FOUNDER

Xtellar 3D Materials

Oct 2020 - April 2024

- Responsible for driving the global marketing strategy of an engineering materials company focused for additive manufacturing; overseeing people, culture, sales, R&D, operations, and business development ensuring the achievement of financial and operational goals.
 - Achieved 450% CAGR from 2021 - 2024 in NAM, while aggressively pursuing global market opportunities achieving CAGR of 125% internationally over the same time period.
 - Targeting 70% B2B and 30% B2C sales channels
 - Achieved 50% product margins & 80% market penetration of polyolefin based polymers for 3D printing applications.
 - Built a customer base of +2500 clients in 24 months, by focusing on applications development & differentiated technical support.
 - Lead the research & development of 10 new industry polymer formulations (IP Pending) based on bio-based polymers and high strength engineered carbon fiber composites.
 - Successfully negotiated the small cap acquisition of a privately held industry peer doubling our market share in North America.
 - Aligned strategy w/ key Stakeholder, Board Members, & Investors

DIRECTOR OF DIGITAL TRANSFORMATION

Braskem America

Dec 2018 - Sept 2020

- Develop and implement a comprehensive digital transformation strategy aligned with the company's overall business objectives, identify opportunities for digital innovation and process improvements across all business units.
- Launched company's first B2B ecommerce platform, allowing customers to experience a full end to end sales journey, increasing efficiency of the traditional sales order process by 37%
- Implemented a digital quality inspection program leveraging internally developed AI that can determine final product quality based on operating conditions reducing testing costs by 50%.

CONTACT

- 📞 215-779-9613
- ✉️ jason.vagnozzi@gmail.com
- 🌐 www.jvagnozzi.com
- 📍 105 Springdale Lane,
Lansdale PA 19446

SKILLS

- SALES LEADERSHIP
- COMMERCIAL STRATEGY
- PEOPLE & ORGANIZATION
- BUSINESS DEVELOPMENT
- STRATEGIC PLANNING
- SUPPLY & LOGISTICS
- DIGITAL TRANSFORMATION
- STRONG COMMUNICATION

EDUCATION

MASTERS BUSINESS ADMINISTRATION

Saint Joseph's Haub School of Business
Philadelphia, PA (2003- 2006)

BACHELOR OF MECHANICAL ENGINEERING

Villanova University (1998-2002)
Villanova, PA

MINOR BUSINESS MANAGEMENT

Villanova University (1998-2002)
Villanova, PA

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TECHNICAL SKILLS

- SAP / APO
- SALES FORCE
- MICROSOFT DYNAMICS
- MONDAY
- CANVA
- SLACK
- JIRA
- EXCEL / WORD / POWERPOINT
- API INTEGRATIONS MAPPING

PERSONAL LIFE

- REAL ESTATE INVESTING
- WOODWORKING
- CLASSIC CARS
- KAYAKING
- SCUBA DIVING
- GOLF
- HOLISTIC HEALTH

GOOD BUSINESS LEADERS CREATE A VISION, ARTICULATE THE VISION, PASSIONATELY OWN THE VISION, AND RELENTLESSLY DRIVE IT TO COMPLETION

- JACK WELSH

JAY VAGNOZZI

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DIRECTOR OF BUSINESS DEVELOPMENT

Braskem America

Dec 2016 - Nov 2018

- Oversee comprehensive due diligence processes to assess the financial, operational, and strategic aspects of potential acquisitions valued from \$10 MM - \$2,500 MM
- Lead negotiations with target companies,, structuring deals to optimize value creation and mitigate risks.

PRODUCT PORTFOLIO MANAGER

Braskem America

Dec 2014 - Nov 2016

- Manage P&L and market strategy of a diverse portfolio of 300 products generating \$2 billion in annual revenue.

SUPPLY CHAIN MANAGER

Braskem America

Dec 2010 - Nov 2014

- Lead North American Supply Chain P&L of the largest polypropylene producer in North America, 3,000 MMlbs a year of annual sales & production, \$90-120 MM of annual EBITDA.

STRATEGIC SOURCING MANAGER

Sunoco Chemicals

May 2007 - Dec 2010

- Manage \$2 billion supply portfolio of Olefins to 5 manufacturing sites in US, for a total of 3.5billion lbs a year of raw materials.

RELIABILITY ENGINEER

Sunoco Chemicals

July 2002 - April 2007

- Fixed & rotating equipment reliability engineer for polymers manufacturing,

BOARD MEMBERSHIPS

3D Pets - Pet Prosthetics

May 2024 - Current

- Provide commercial leadership support to a privately owned 3D pet prosthetic startup founded in 2022 with annual revenues of \$500K.

FIBECYCLE

Aug 2024 - Current

- Provide polymer industry, product management, and go to market strategy expertise to wind turbine recycling startup.