

**John R. Fugazzie MBA**  
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***Professional Summary***

Strategic transformational leader, with extensive knowledge and experience in economic/workforce development, community impact and engagement, education, nonprofit, with health care, retail, food, cpg, and publishing. Expertise includes: relationship building, formation of strategic partnerships, branding with purpose and bringing creative solutions to complex problems. Nationally recognized for community work in economic/workforce development, unemployment, jobs creation, and a policy advisor. An innovative professor, mentor, and motivational speaker with a sincere passion for helping people.

***Business***

- Branding
- Marketing
- Management
- Strategic Planning
- Business Development

***Education***

- Leadership Development
- Relationship Building
- Inspire Passion Within
- Mentoring
- Partnership Building

***Community***

- Economic Development
- Empowerment
- Community Engagement
- Social Impact
- Assisting with Barriers

***Leadership Experience***

**Corporate Manager Workforce Development**

**2019 to Present**

**RWJ Barnabas Health - West Orange, New Jersey**

Responsible for corporate workforce development and managing and creating workforce development programs and grants including GAINS, CCOG grants. Building innovative networks for talent pipelines for the organization’s current and future workforce needs, with a focus on diversity and inclusion, local hiring from challenged neighborhoods and assisting in overcoming barriers. [www.rwjbh.org](http://www.rwjbh.org)

**Adjunct Professor at Becton College of Arts and Sciences**

**2014 to Present**

**Fairleigh Dickinson University – Hackensack, New Jersey**

Becton College of Arts and Sciences at Fairleigh Dickinson University conducting innovative learning experience with a collaborative learning model. Master level leadership and community engagement classes in Puerta al Futuro and Hispanic Center. Students create real world class projects in areas of their passion to have social impact and develop their personal leadership style to assist them in changing lives and grow in their professions well beyond their university experience. See classes [www.fdu.edu](http://www.fdu.edu)

**Founder *helping-Brands.org***

**2011 to Present**

**Neighbors-*helping-Neighbors* USA**

Social entrepreneur, visionary creator and implementation leader for a nationally recognized, community based career advancement/ transition, job search education support and networking group. helping “neighbors” women, latinx, veterans, Volunteer leadership training, and organization gained national and international recognition including chapter in Madrid, Spain. [www.helping-brands.org](http://www.helping-brands.org) | [www.nhnusa.org](http://www.nhnusa.org)

**Founder *helping-Brands.com***

**2011 to Present**

**Consultant**

Strategic Business and Organizational Advisor with a focus on organizations who want to build their brands purpose and community impact. [www.helping-Brands.com](http://www.helping-Brands.com) | [www.foodmarketingpartners.com](http://www.foodmarketingpartners.com) | [www.authenticitalian.org](http://www.authenticitalian.org)

## **Business Development**

**2018 to 2019**

### **New Jersey Manufacturers Extension Program Cedar Knolls NJ**

Responsible for the business development, implementation, sales, and management of training and consulting programs that focus on aiding the growth of manufacturers. Special focus on manufacturing food industry, TLD sectors and workforce development. Oversee of customized on site engagements, apprenticeships, open-enrollment training programs and expanding the self-paced web based training.

[www.njmep.org](http://www.njmep.org)

### **Executive Director Hudson County Workforce Development Board**

**2016 to 2018**

County Plaza Building, Jersey City, New Jersey

Responsible for planning, organizing, directing, coordinating and evaluating the Workforce Development Board (WDB) activities. The Executive Director serves as the chief staff person to the Board Members and works closely with the City of Jersey City, Hudson County Board of Freeholders and County Executive. Oversee **\$13 million** in Federal and State. Attracted grant funding for County of **\$1 million** dollars in training funds and support for county businesses. Led county team to win **\$500,000** for Federal Leap 2 prison reentry grant to open one stop inside jail to train clients before release. Served as Vice Chair of North Jersey Partners. <http://www.hudsoncountynj.org> | <https://www.cityofjerseycity.com>

### **Program Coordinator for Ready to Work New Jersey**

**2014 to 2016**

New Jersey Community College Consortium for Workforce and Economic Development

Leadership role for Ready To Work in NJ with the New Jersey Community College Consortium for Workforce and Economic Development, that won **\$10 million** federal competitive grant for New Jersey and a matching **\$2 million** from the state. Led the strategic design, implementation, and marketing of this grant and helping connect employers with the Long Term Unemployed of New Jersey [www.njccc.org](http://www.njccc.org)

### **The Great Atlantic & Pacific Tea Co., Montvale, NJ - Director Dairy Frozen**

**2011 to 2012**

Managed **\$1.2 billion** in annual retail sales, **17% of total company** retail business, and category management staff of 8, responsible for the Dairy and Frozen business chain wide. [Closed Nov 2015](#).

- Drove sales, margins and allowances. Department had **\$7 million** increase 7 months YTD 7.2% increase over 2011. Dairy-Frozen team outperformed all other departments in all scorecard areas.
- Oversaw category business plans, store re-merchandising and remodels, cycle category assortment, annual planning and weekly advertising programs for 6 banners achieving strong results outperforming total company numbers.
- Implemented full range new technologies on business side to support the 'store of the neighborhood' concept. Member of Project Management team to implement Computer Grocery Ordering. Parent organizations were [Tengelmann Group](#) and [Yucaipa Companies](#)

### **Retail Marketing Partners, Ho-Ho-Kus, Allendale, River Edge, NJ - Founder**

**2000 to 2011**

Established entrepreneurial consulting firm that focused on business development, sales, marketing, and general management that represented a wide variety of consumer goods companies. Lead a wide variety of key clients engaged in both full-time and fixed-term consulting projects. Created CPG and magazine programs for all retail classes of trade including dollar, mass market, supermarkets and specialty retailers.

### **General Manager - Anco Fine Cheese, Fairfield, NJ**

**2006 to 2007**

Led Northeast HQ Division of Schratte Foods, a national cheese importer, marketer and distributor, owned by Bongrain, sales of **\$50 million** and staff of 65 people. P&L responsibility managed sales, customer service, purchasing, importation, warehousing, cheese conversion, transportation and facility management. **Ile de France** brand, **Bongrain** brands, and **Il Villaggio** Italian import brand.

<https://iledefrancecheese.com> | [www.savenciacheeseusa.com](http://www.savenciacheeseusa.com) | [www.ilvillaggio-cheese.com](http://www.ilvillaggio-cheese.com)

**Account Executive - C&S Wholesale Grocers, Paterson NJ** **2005 to 2006**  
Six-month project working as account liaison for the transition of the Grocery Division of A&P Tea Co.

**Executive Director - Eastern Perishable Products Association, NJ** **2001 to 2003**  
Managed a not-for-profit regional perishable food trade organization, NY Metro (EPPA).

**Director Retail Marketing - Ziff-Davis Inc., New York, NY** **1996 to 2000**  
Managed sales and retailer relationships for consumer magazines sales of **\$200 million**

**Executive Vice President - Globe Communications Corp., Boca Raton, FL** **1991 to 1995**  
Managed business side of a mass market **\$80 million** dollar publisher with 800 employees.

**Director of National Purchasing - Atlantic & Pacific Tea Co., Montvale, NJ** **1987 to 1991**  
Oversaw conversion to central purchasing and merchandising from 10 regional operations.  
Established new concept of Category Management discipline and separated purchasing group within national office. Parent organization was Tengelmann Group.

**Director Sales & Marketing - Universal Foods Corporation, Milwaukee, WI** **1982 to 1986**  
Led the sales and marketing for domestic and imported cheese manufacturer and importer.  
<http://stellacheese.com/en> | <https://iledefrancecheese.com>

**Sr. Merchandising Manager - Wakefern Food Corporation, Elizabeth, NJ** **1977 to 1982**  
Procurement and merchandising for Dairy Deli Division managed milk and cheese programs.

Early experience **Garden State Farms** Dairy Queen Division and grocery and dairy part time manager roles while attending college in **Shop Rite Supermarkets** with several owner groups. Glass Gardens Shop Rites in Paramus and Rochelle Park, Shop Rite of Oakland and Najarian Shop Rite Washington Township.

### *Education*

Masters Business Administration - Marketing  
Rutgers University – Graduate School of Business Administration, Newark, NJ

Bachelor of Science - Business Administration  
Montclair State University, Montclair, NJ

Bergen Catholic High School – Oradell, New Jersey

### *Awards and Recognition*

Russ Berrie “Making a Difference” Award Nomination in 2019, 2017, 2016, 2014  
Bergen County Board of Chosen Freeholders Commendation in 2018, 2013, 2012  
Spirit Award NJCCC in 2017  
Hero’s Nomination NJ Governor in 2013

### *LinkedIn Recommendations*