

David Schnake

SAN FRANCISCO, CA / 415.609.4586 / DAVID@DAVIDSCHNAKE.COM

SUMMARY

A Senior Print Production / Sourcing & Procurement Manager with retail, agency and manufacturing experience overseeing projects in direct mail, retail point of sale, collateral, large-format, in-store, catalog, and special projects. More than 15 years production management and estimating experience within some of the industry's leading printing companies. Has an excellent, trained eye for color quality and is adept at achieving results on press. Highly collaborative, organized, and detail oriented, connects well with clients and team members, and establishes solid relationships with vendors. Thrives in a team environment and also excels working independently.

SELECTED ACCOMPLISHMENTS

PROJECT MANAGEMENT / ESTIMATING

- Produced print projects via multiple processes including offset web, sheet-fed, digital, ink-jet, screen, and direct mail, for clients including Gymboree, Gymboree Outlet, Crazy 8, Janie & Jack, AT&T, Gap, Adobe, Carl Zeiss Vision, and Stanford Graduate School of Business.
- Estimated print, paper, finishing, shipping, and mail costs.
- Wrote proposals, change orders, and purchase orders.
- Evaluated job cost reports and reconciled budgets for billing.
- Knowledgeable in all aspects of manufacturing processes including pre-press, imaging, press, bindery, warehousing, fulfillment, mail-data, direct-mail, and shipping.
- Created, updated, and maintained production schedules through all phases of production to ensure on-time completion and delivery.

CONCEPTION / PLANNING / STRATEGY

- Collaborated with Brand, Marketing, Creative, Production, and Account teams to identify project objectives, develop strategies, and streamline procedures as they applied to print.
- Evaluated print-related needs of agency projects and advised team members of potential advantages and disadvantages of each proposed option.
- Suggested best-practice solutions to various project ideas as well identified alternatives.
- Served as liaison between agency and vendors to keep teams apprised of project status.

QUALITY CONTROL / COLOR MANAGEMENT

- Highly talented and trained at color evaluation.
- Directed and marked-up proofs to correct and enhance image quality.
- Adept at translating client's vision in to results on press.
- Consulted with vendors' imaging departments to create and apply color corrective curves as needed to ensure color-critical image fidelity.
- Experienced with in-plant sample collection and documentation programs to ensure run consistency.

SOURCING / PROCUREMENT / VENDOR RELATIONS

- Sourced, researched, and evaluated vendors from many diverse industries.
- Negotiated multi-year, multi-million dollar vendor contracts, resulting in substantial cost reduction.
- Developed comprehensive, multi-vendor bid-request process, including operational reviews and plant tours to ensure lowest cost contracts while maintaining highest quality products and service.
- Experienced in consulting and sourcing for unusual projects outside the scope of traditional print (i.e. store displays and signage, tradeshow booths, and architectural fixtures, etc.)
- Maintained strong, loyal, mutually beneficial relationships with vendors.

PROFESSIONAL EXPERIENCE

LOGICSOURCE (for GYMBOREE, on-site), San Francisco, California Procurement Manager	2012 – Current
SOLUTIONSET (now RYAN PARTNERSHIP), Mill Valley, California Senior Print Producer	2009 – 2011
ASTONE / VISUAL RESOURCE, San Francisco, California Print Production Manager	2005 – 2009
GUMP'S CATALOG, San Francisco, California Catalog Production Manager	2004 – 2005
E&D GRAPHICS, San Francisco, California Project Manager / Print Buyer	2002 – 2004
CITY GRAPHICS, San Francisco, California Project Manager / Print Buyer	1999 – 2002
CENVEO (formerly GRAPHIC ARTS CENTER /ANDERSON LITHOGRAPH) Production Manager, (Anderson Lithograph) South San Francisco, California Sales Representative, (GAC) Pasadena, California Production Manager, (GAC) Portland, Oregon	1991 – 1999 (1996 – 1999) (1995 – 1996) (1991 – 1995)
ANDERSON PRINTING, Los Angeles, California Project Manager	1998 – 1991

EDUCATION

CALIFORNIA POLYTECHNIC STATE UNIVERSITY, San Luis Obispo, California
BS, Graphic Communication