**[Contractor -Food Product development](https://www.postjobfree.com/resume/add239/contractor-food-product-boca-raton-fl)**

**Location:**Boca Raton, FL, 33498

**Posted:**August 29, 2023

**Contact Info:**

[vernettadally@aol.com](mailto:vernettadally%40aol.com?subject=Contractor%20-Food%20Product%20development)

[914-772-1835](tel:+1-914-772-1835)

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**Resume:**

VERNETTA DALLY

10823, Waterberry Dr. Boca Raton, Fl. 33498: Tel. 914 772 1835: email: vernettadally@aol.com

SKILLS SUMMARY

TECHNICAL SALES (Specialty Food Ingredients) - Balchem Encapsulates

Consultative sales manager. Applied Conceptual and Strategic sales techniques in combination

with science and technology background to convert sales accounts.

FOOD TECHNOLOGY - Kraft Foods, Balchem Encapsulates Corp., Food PDR LLC

1. FOOD PRODUCT DEVELOPMENT- Product development execution from concept to

formulation, to prototype development, sensory evaluation, manufacturing and

commercialization. Compliance with all food safety and manufacturing regulations (GLP,

cGMP

SQF, FSMA, SOP, HACCP, FDA, OSHA)

2. QC/QA/SAFETY

Microbiology plate culture studies to determine product a) shelf-life b) contamination

Wet Chemistry pH, moisture, water activity, titrations, physical measurements (viscosity,

bloom), solvent and buffer preparations

Analytical chemistry Instrumentation measurements by High pressure liquid chromatography

(HPLC), Thin-layer chromatography (TLC), Gas chromatography (GC), spectrophotometry

(UV/

visible)

Certifications Hazard analysis of Critical Control Points (HACCP), Total Quality

management of

the Continuous improvement process (TQM), Project Management, Time Management

General laboratory and manufacturing practices Good Laboratory Practice (GLP), current

Good Manufacturing Practice (cGMP), Safe Quality Foods (SQF), Food safety Modernization

Act

FSMA, Standard Operating procedure (SOP)

HEALTH AND BEAUTY CARE San Mar labs Inc.

Part/Time Formulation & QC specialist Finished products Asper creme / Asper gel,

hydrocortisone lotions and cremes, generic moisturizers, shampoos

EMPLOYMENT HISTORY

FOOD PRODUCT DEVELOPMENT RESOURCE LLC, Boca Raton, Florida

2014 - 2020

Entrepreneurship owner/principal Project Contractor for:

Bakery Formulation and Shelf-life studies

Batter Platter - refrigerated shelf-stable desserts products re formulated for Aldi

supermarkets.

Simply Delicious Bakers - bakery shelf-life study of product developed for Whole Foods.

Maxx Performance Inc. applications of microencapsulated preservatives in bread.

Fish Sauce development

American Garum Fish sauce 6 months fermentation. Maintained low histamine levels

Quality Assurance (QA)/HAACP compliance

Sysco Foods QA inspector for deli meats production at 3rd party facility

South Beach Wine and Food Festival (SOBEWFF) Volunteer for Florida university fundraiser

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Balchem Encapsulates, New Hampton, New York 2000-2014

Ingredient Technology Applications Manager 2000-2010

Planned and built Balchems first applications laboratory providing specialty

(microencapsulated) ingredients applications support

Technical support Provided technical support for sales force, distributors and customers.

Technical support included technical information, specifications, proposals for product

innovations, formulations, in-laboratory product applications demonstrations, manufacturing

plant trials (domestic and international locations).

Microencapsulated Ingredient applications:

- Bakery applications leavening agents, conditioners, preservatives, acids, flavorings

- Confection applications acids for sour sanded gummies, nutrients for fortification

- Nutrient bars applications nutrient fortification

- Beverage smoothies, shakes applications - nutrient fortification

- meat applications - acids for acidification of meat sticks and meat balls

- meat applications - salt for pre salted machined hamburgers

- deli meats applications - ascorbic acid for color preservation

Managed and executed all product displays at international and domestic shows.

Managed media and advertising agencies to develop literature that effectively

communicates the features and benefits of the microencapsulated ingredients.

Technical Sales Manager S. E. US 2010- 2014

Represented Balchems specialty (microencapsulated) ingredients. Applied the Consultative

Strategic and Conceptual selling process to build $1.6million new accounts in 1 year.

Consultative sales techniques applied to:

Establish business relationships

Identify and understand customers needs

Identify decision makers and decision influencers

Identify and manage customers behavioral patterns

Manage objections

Close sales

Build on initial relationship to establish additional accounts

KRAFT FOODS (General Foods/Heinz/Mondelez), Tarrytown NY 1990

-2000

Applied technical expertise in product development, basic research and quality management

of packaged foods.

Formulated and produced bakery dry mixes for cakes and cookies

Formulated and produced dry mixes for No Bake dessert pies

Executed productivity projects that identified and optimized natural systems for flavor

and texture improvements of Entenmanns and Lenders bagels products

Reformulated Crystal Light Ready to Mix drink powder

Awarded a US patent for a baked shelf stable cheesecake dessert bar

Facilitated Total Quality Management of the Continuous Improvement (TQM) process.

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HEALTH and BEAUTY CARE P/T 2

years

SAN-MAR LABORATORIES, Elmsford, New York

Part/Time Formulation & QC specialist Finished products Asper creme Asper gel

Cortisone, generic moisturizers, shampoos:

Formulations of generic products

QC analysis (HPLC and microbiology analysis)

EDUCATION

Degree in Biology, Long Island University

Graduate courses in Food Science, Kansas State University

Baking technology certifications (4 specialty courses), American Institute of Baking (AIB)

Certification in HACCP procedure

Certification in Project Management. Time management

Certification in the Consultative, Strategic and Conceptual Selling Process

Certification in Selling to the Power Q4

Certification in Confectionery Technology

PATENTS

US # 6616954 Encapsulated yeast

US # 62999 16 shelf-stable cheesecake

MEMBERSHIPS

Institute of Food Technology (IFT) professional member

Institute of Food Technology (IFT) chairperson. S. Florida chapter

Tuskegee University, Food and Nutritional Sciences, Advisory Board member