

ERIC FABER

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Senior Operating Advisor, Investor Advisor & Author
Restaurants • Packaging • Delivery • Execution Systems

EXECUTIVE SUMMARY

Senior operating and investor advisor with more than 40 years of real-world experience across hospitality operations, packaging systems, delivery logistics, and cross-industry execution environments. Founder and principal of The Consultancy LLC, an independent advisory practice supporting investors, boards, and operating teams where unit economics, scalability, and execution risk materially affect outcomes.

Frequently engaged by private equity, venture, family office, and strategic investors during pre-investment diligence, post-investment operating support, and portfolio-level decision-making. Author of multiple industry playbooks translating decades of applied experience into practical, executable frameworks for both operators and capital partners.

CORE EXPERTISE

- Investor Diligence & Post-Investment Operating Advisory
- Portfolio Company Execution & Scalability Assessment
- Systems Design & Operational Architecture
- Profitability Modeling & Margin Strategy
- Packaging → Delivery → Logistics Integration
- Restaurant Operations & Menu Engineering
- E-commerce & Off-Premise Channel Optimization

- Strategic Vendor, OEM & Platform Alignment
- Execution Risk, Failure Analysis & Construction Advisory
- Founder-Led Advisory Platform Leadership

PROFESSIONAL EXPERIENCE & ADVISORY PLATFORMS

Founder & Principal Advisor | The Consultancy LLC (2017–Present)

Independent senior advisory practice serving investors, boards, and portfolio companies across restaurants, packaging, delivery systems, manufacturing, and execution environments. Engaged during diligence, growth, turnaround, and post-acquisition phases to assess operating risk, margin durability, and scalability.

Founder & Principal Advisor | U.S. Restaurant Consultants (1997–Present)

Restaurant operating systems, menu and bar economics, labor efficiency, openings, turnarounds, and M&A preparedness for independent and multi-unit restaurant groups.

Founder | Packaging Resources (1994–Present)

Packaging systems advisory including material selection, sourcing strategy, manufacturing realities, sustainability considerations, and supply-chain risk management.

Founder | U.S. Delivery Consultants (2018–Present)

Last-mile delivery systems, contribution-margin economics, packaging performance, platform exposure, and off-premise operating models.

Founder | U.S. Food Truck Consultants (2017–Present)

Mobile foodservice strategy, fleet architecture, compliance, concept development, and scale planning.

Founder | Construction Risk & Resolution Advisory (2017–Present)

Forensic documentation, dispute advisory, and execution risk mitigation. Not a contracting practice.

AUTHORSHIP & PUBLICATIONS

- The Restaurant Playbook — Scheduled for release 2026
- Wheels of Fortune: How to Build a Profitable Food Truck Business
- The Packaging Playbook — Planned 2027
- The Mobile Food Playbook — Planned 2027
- Packaging for Restaurants — Manuscript in development

Frequent contributor to foodservice, packaging, manufacturing, and logistics trade journals.

EARLY CAREER FOUNDATIONS

Co-Founder | WinCup (1983–1987)

Packaging manufacturing and supply-chain innovation; foundational exposure to plastics, systems, and scale.

VP Sales & Marketing | Scott Paper – Foodservice Division (1986–1989)

Directed foodservice disposables programs and national distribution strategies.

Partner / Broker | West Pac Sales (1989–1993)

Vendor alignment, pricing strategy, and product-mix optimization for multi-unit restaurant groups.

Disposables Buyer | S.E. Rykoff (1981–1983)

Procurement, inventory management, and foodservice supply-chain operations.

EDUCATION

Executive Education — Wharton School of Business (1987)

Business & Economics — University of California Extension (1981–1984)

Cate School — Diploma

Lycée Français de Los Angeles