

GLOBAL OPERATIONS & SUPPLY CHAIN EXECUTIVE

COMPLEX MANUFACTURING ♦ NEXT-LEVEL STRATEGY BUILDING ♦ CONTINUOUS IMPROVEMENT GURU

3.5% NET MARGIN IMPROVEMENT | 14% COST SAVINGS DELIVERED | 40% PRODUCTIVITY IMPROVEMENTS

GLOBAL OPERATIONS EXECUTIVE supporting \$200M spends and revitalizing operations, sourcing strategies, and global supply chains to level-up business continuity and achieve corporate objectives across both profitable growth and customer satisfaction. Sought out to provide interim multi-plant and national project leadership including manufacturing systems testing/rollouts and greenfield startups. Driver of critical continuous improvement initiatives, root cause analysis, and corrective and preventative actions to maximize yield, position facilities for increased delivered, and alleviate quality issues.

SIGNATURE STRENGTHS & COMPETENCIES

Operations Management • Operational Restructuring • Supply Chain Management • Continuous Improvement Practices
Quality Control & Assurance • Strategic Planning • Product Management • Executive Vision & Direction • Manufacturing
Negotiation & Cost Savings • Budget/P&L Management • Business Planning • Process Optimization
Talent Management • Change Management • Business Continuity • Leadership

PROFESSIONAL EXPERIENCE

ENTERPRISE NAME – DENVER, CO | 2019 – CURRENT

SUPPLY CHAIN MANAGEMENT & BUSINESS PROCESS CONSULTANT

Recruited to support growth and charged with developing and deploying sustainable process and tools to conduct in-depth analysis across business processes, contracting, customer satisfaction, manufacturing, supply chain, accounting/finance, and quality. Renew focus on data and key metrics while elevating productivity, customer satisfaction, and bottom-line gains. Utilize global supply chain, procurement, and sourcing experience to support expansion of consulting services.

- **Partnered with leaders and staff across the organization to build out consulting processes and tools** – successfully expanding organizational offerings and increasing potential revenue streams.
- **Supported local packaging operations** – assessed overall operations and defined aggressive implementation plan to achieve long-term business objectives through deployment of process and IT strategy, sourcing plans, risk management, and leadership development.

ENTERPRISE NAME – ST. LOUIS, MO | 1999 – 2019

GLOBAL DIRECTOR OF SOURCING, STRATEGY, & BUSINESS PROCESS EXCELLENCE (2016 – 2019)

Positioned as an impactful executive across all global operations with core oversight of operations for global procurement services for \$200M+ in indirect spend, 200K SKUs, and 3K+ unique brands/manufacturer lines. Led across category management, purchasing, client implementation, business process management, project management, product development and management, order fulfillment, customer and supplier support, and quality management systems. Reported directly to president.

- **Transformed global sourcing approach** with development of category managers and executives, deployment of leading category strategies, creation of new sourcing tools, improved supplier relationships and lower total cost of sourcing – **achieved rapid 14% additional cost savings.**
- **Achieved 40% productivity gains** through emerging technology deployment and employee-focused leadership.
- **Owned ISO 9001:2015 certification from ISO 9001:2008** – heightening focus on risk management.
- **Overhauled payment terms policy** and position with key supply base for improved working capital position – enhanced supplier onboarding with increased gains for both sides of the table.
- **Reorganized operations and customer support functions** – moved from a functional approach to customer-focused business units with a heightened view of plant support and order fulfillment to cultivate higher-functioning and cohesive operation.

- **Conceptualized and implemented performance management process** and category report card to boost supplier management process and strengthen/ build key supplier relationships – delivered systematic picture of performance.
- **Drove revitalization of all web-based applications** – improved core functionality and design of catalog content screens, sourcing applications, and supplier performance tools.

DIRECTOR OF SOURCING OPERATIONS (2007 – 2016)

Promoted to create and lead global sourcing organization while acting as value-added voice across operations efficiencies, forward action planning, and overall organizational growth/progress. Managed customer support, purchasing operations, client implementations, quality assurance, ISO operating systems and standards, and project management. Built and deepened relationships with dozens of automotive and consumer products companies including Energizer, Kraft, Abbott Laboratories, Johnson Controls, Delphi and Bobcat/Doosan.

- **Achieved 3.5% net margin improvement** while growing revenue from \$80M to \$200M.
- **Led strategic expansion into Mexico and Europe** – introduced and led steering committees to ensure successful implementation and financial objectives.
- **Drove increased profit margin gains** and decreased salary costs with improved resource management.
- **Leveraged new and emerging technology** including document management system and agile development software to modernize the operating management system.
- **Fueled creation of new customer sourcing strategy** – reduced time and cost of new customer onboarding, allowing customers to experience cost savings sooner.
- **Conceptualized real-time key performance indicator reporting tools** – cultivated data-driven environment while allowing customers, suppliers, and staff to gain needed insights to savings, process efficiency, and volume.
- **Led process and systems teams in development and implementation of DSSI proprietary software** utilized by customers, suppliers, and internal buyers to support sourcing, vendor management, purchasing, financial settlement, customer relationship management, inventory and asset management and reporting.
- **Defined and implemented Premier Supplier program/award** to achieve optimal supplier performance.

DIRECTOR OF CLIENT IMPLEMENTATION (2004 – 2007)

Headed complete scope of sales and service implementation – partnering with cross-functional stakeholders across finance/accounting, purchasing, information technology, and operations to understand business needs, define system interfaces, direct sourcing efforts, and attain needed financial settlement.

- **Collaborated with marketing teams to redefine service lines** and create improved marketing and sales approach – delivered significant cost savings, shortened sales cycle, and increased number of contracted customers.
- **Spearheaded execution of a company-wide project management methodology**, training, and certification program.
- **Directed development of service delivery process for 600+ customer locations** – encompassed sourcing, system setup/integration, training and change management.

EDUCATION

MASTER OF BUSINESS ADMINISTRATION | Colorado State University

BACHELOR OF ENGINEERING | University of Colorado

PROJECT MANAGEMENT PROFESSIONAL | Project Management Institute's PMP certification guidelines