

DXXXX XXXXXXX

Akron, OH 44321

(xxx) xxx-xxxx • xxxxx@roadrunner.com • www.linkedin.com/in/xxxxxxx

SUPPLY CHAIN LEADER | GLOBAL SOURCING DIRECTOR

Supply Chain Leader and Global Sourcing Director. Reputation for leading procurement professionals supporting global business and driving leadership to deliver against company initiatives related to cost reduction, cost avoidance, supplier rationalization, and continually benchmark purchasing and process practices against best in class programs. Demonstrated competencies:

- Organization/ Business Process Redesign
- Inventory Management
- Process Improvement
- Vendor Negotiations
- Forecasting / Demand Planning
- SAP Implementation
- Production / Capacity Planning
- Cost Management
- Production Planning
- Business partnerships
- Acquisitions / Mergers
- Team Leadership

PROFESSIONAL EXPERIENCE

XXXXXXXXXXXX, Cleveland, OH
World's largest seller of XXX.

Director Global Sourcing (2010 to Present)

Responsible for \$100M card product manufactured in Asia. SKU's 11,000. Managed staff of four professionals.

- Achieved annual purchase price variance (PPV) of less than 1% (\$500k).
- Member of SAP implementation team for product life cycle management.
- Implemented SAP thereby reducing cost estimating variance from 20% error to less than 2%. Partnered with Creative department to develop cost managed product making specs more defined and consistent for Asian manufacturing and in the UK helping to reduce costs.
- Overcame union strikes and maintained on time performance of 98% in Distribution Centers. Improved organizational development for group by implementing job reclassification and market ranges and establishing succession planning and cross training plans.
- Created global resource library with 2500 card attachments enabling turnaround time of four weeks.
- Achieved annual cost savings of approximately \$2M per year through negotiated materials matrix savings and lower cost vendors.
- Mitigated inflation through working with Asia buying team to insure minimal cost of good impact.
- Negotiated pricing domestic card suppliers.

Director, Fulfillment (2005 to 2010)

Managed \$50M Everyday and Seasonal Counter Card inventory with staff of 29 responsible for forecasting, inventory management, on time delivery of product and DC fill rates. Managed department budget of \$2.5M.

- Implemented capacity plan with respective manufacturing facilities to keep their Just-in-time lines running with 'level' work load.
- Led cross functional team to increase speed-to-retail reducing 300 days to 120 days on new products.
- Served on acquisition team for Papyrus and Recycled Paper Greetings. Helped build market offerings on system and helped design, train and implement the PRG operations team.
- Met seasonal fill of greater than 98.5% fill rate objective.

Director, Fulfillment, continued....

- Reduced lead time for seasonal cards from three weeks to two weeks.
- Partnered with point-of-sale replenishment department to implement our scan-based inventory process to selected retailers. (where we own the inventory until the product is sold at the store).
- Served as department lead on re-organization focusing on team development and succession planning with 2% reduction.
- Reduced inventory levels by 17% by implementing ABC order policy and reducing inventory stock.
- As member of SKU rationalization team member, assisted with reducing SKUs by 2%
- Monitored forecast accuracy of BIAS (+/-7%) and MAPE (20%).
- Assisted with implementing an S&OP process that aligned our sales forecast with our production and inventory plan. This provided more insight to when we needed to fluctuate production to service the customer needs.
- Managed Music/Technology inventory through demand / inventory consensus meetings. This assisted with managing the shelf life of the product as well as the change over to the 'new' product.
- Participated on ERP selection committee to evaluate Oracle vs. SAP for Demand Planning.

Director, Creative Products (2001 to 2004)

Led \$26M in Seasonal products with staff of 12 responsible for forecasting, inventory management, on time delivery of product and DC fill rate and capacity plan /load management. Managed department budget of \$2.0M

- Improved fill rates and on time performance while reducing inventory for the gift wrap and specialty products.
- Moved tissue to a VMI (vendor managed inventory) program reducing inventories 50%.
- Worked with cross functional team to consolidate all gift wrap and sticker manufacturing and closing one of our 3 distribution centers without disrupting service.
- Led team through 'Lean training and established 5S which provided more 'top of mind' lean work habits and improved processes (with 'waste elimination') in the office.
- Implemented make-to-order schedules and process to support retailer execution. This provided for a higher level of customer and account satisfaction as well as a more managed production and distribution workload.
- Led corporate project to establish an inventory reservation system to secure inventory for key customers.
- Worked with cross functional team to establish the first Direct Import process for American Greetings which enable the company to secure incremental seasonal business. This also opened up the opportunity to pursue 'non-traditional accounts' for future growth.
- Worked on Corporate team to establish 'Leadership Dimensions' which were the key attributes needed and developed for each manager.
- Re-aligned / reorg of team focusing on team development and succession planning.

Product Manager, Seasonal Cards (2000 to 2001)

Prior roles include **Manager, Seasonal Production Planning; Manager, Everyday Production Planning; Forecast Analyst** and **Inventory Analyst**

EDUCATION | TRAINING

MBA, Ashland University, Ashland, OH

BS, Industrial Management, University of Akron, Akron, OH

Supply Chain Executive Board, Board Member, University of Akron

CERTIFICATIONS

APICS Certified • Creative Problem Solving

Led Chairman's Award program (2007, 2009)