

# Supply Chain Sam

phone • email • location • LinkedIn/

## EXECUTIVE SUPPLY CHAIN AND DISTRIBUTION LEADER

### — SUPPLY CHAIN & WAREHOUSE INNOVATOR LEADING OPERATIONAL IMPROVEMENT —

Strategic logistics and warehouse management expert with extensive track record in leveraging technology, process improvement, and team collaboration to drive operational excellence. Proven ability to lead corporate efforts that deliver impactful cost savings and increased efficiencies from intake through delivery.

#### CORE CAPABILITIES

Logistics Management • Team Development • Corporate Initiatives • Process Improvement • Lean Operations • Strategic Supply Chain Management • Nationwide Logistics • Management Development • Warehouse Management • Six Sigma • Leveraging Technology in Logistics • Cost Savings • Process Champion

#### SIGNIFICANT ACHIEVEMENTS

Reduced the Speed-to-Market from 10 days to 7 days through New Freight Inbound System.  
Managed 450K-sq.-ft. retail distribution facility with 12 managers, 200+ FTE serving 7 states.  
Saved \$347K in annual cost reduction by leading the network with the lowest variable cost per unit over two years.  
Led multiple new warehouse openings including facility design, layout, and relocation process.

### SUPPLY CHAIN AND LOGISTICS EXPERIENCE

#### DIRECTOR OF PROCESS IMPROVEMENT, BRXXX EQUIPMENT • Year to Present

Lead the organization's strategic efforts at implementing controls and improvements that reduce expenditures, decrease inefficiencies, and boost productivity across all operations. Also serve as Head of Corporate Culture Committee focused on creating a culture of continuous improvement.

- **Manage team of 20 professionals** through all aspects of developing and deploying streamlined and improved processes.
- Drive operational excellence that directly supports **30 branches** across the southeast United States.
- **Develop end-to-end processes** working across the organization to remove non-value-adding steps, and leverage technology to increase innovation and efficiency.
- As **Culture Committee Chairman, responsible for staff engagement** events and manage all charitable donations of \$1.1M for 30 locations.

#### Significant Achievements:

- **Reduced annual operation costs by \$515K** through shortened transaction times; improved back-end processes that reduced amount of work required of employees to complete daily transactions.
- **Reduced Fleet variances by \$400k and Warranty variances from 46% to 26%**, by leveraging visibility and reporting for the network and helping branches prioritize specific service calls.
- **Developed Annual Inventory Process** utilizing Microsoft AX for 30 Branches, \$11.5M in inventory, and 82K SKUs.

#### SNAPSHOT

Directly support operations for 30 branches  
Reduced annual operation costs by \$515K by improving transaction times  
Reduced Fleet Variances by \$400k and Warranty Variances by 20%

#### JCCCCC • Year to Year

#### SUPPLY CHAIN DIRECTOR – CORPORATE OFFICE (2013 – 2014)

Drove end-to-end **logistical movement of \$1.5B in retail merchandise** across four business lines (Sephora, Salons, Fine Jewelry, and Fashion Jewelry).

- **Championed process improvement initiatives** across all aspects of the organization's logistics and warehouse endeavors.

#### SNAPSHOT

Launched 103 new stores  
Decreased shipping costs by \$800K annually  
Reduced speed-to-market from 10 to 7 days.

Significant Achievements:

- **Launched 103 new Sephora retail stores** by working with internal and external stakeholders to facilitate corporate logistics processes.
- **Decreased annual shipping costs by \$800K** after implementing new wave planning process that increased units per carton and reduced materials.
- Improved corporate **speed-to-market from 10 to 7 days** by implementing inbound freight tracking system.

**SENIOR DISTRIBUTION CENTER MANAGER** (Year – Year)

Managed the entire Supply Chain Store Support Distribution Center supporting 54 stores in 7 states. Oversaw all areas of **450K-sq.-ft. facility with 12 managers and 250+ FTEs.**

- Owned \$12M P&L and processing of 48M units of retail merchandise worth \$1.5 B annually

Significant Achievements:

- **Achieved highest Team Member engagement score** in the network at 80%.
- Saved \$341K in cost reduction for annual budget by leading the network with the lowest variable cost per unit over two years.
- Continually **earned highest network productivity** for units-per-hour average and increased average year over year.

SNAPSHOT
Led 450-sq.-ft. facility with 250+ FTEs and 12 managers
Achieved highest team engagement score in network
Earned highest productivity in network every year

**OPERATIONS MANAGER** (Year – Year)

Drove all outbound operations for the business, including the shipping and

transportation alliance and 100+ FTEs and 5 managers as second in command for facility.

- Provided stores with unit forecasting 48 hours before shipment arrived to optimize store planning.
- Oversaw dedicated fleet with average of 18 truckloads throughout the 54-store region each day, averaging 700 miles per trip.

Significant Achievements:

- Earned highest team engagement score in the network.

**DIVISION MANAGER, OXXXXX WORLDWIDE** - Year to Year

**Promoted multiple times to become one of the organization’s leading division managers**, driving logistics and shipping operations across the western United States. Streamlined packaging processes across the organization to ensure standardization, reduce costs, and increase end-user satisfaction. Successfully launched new corporate branches and warehouses in metropolitan areas.

**ASSISTANT CONCESSIONS MANAGER, AAAAA SSSSSS AND EEEEEEEEE** - Year to Year

**Managed logistical support of major concession operations** for professional sporting venues. Coordinated and launched organization’s initial operations for clients, including the Seattle Seahawks at Quest Field and LA Galaxy’s Home Depot MLS Stadium.

**COMMUNITY INVOLVEMENT & VOLUNTEER WORK**

- Make-a-Wish Foundation
- Leukemia & Lymphoma Society
- Susan G. Komen Foundation
- Alzheimer’s Association

**EDUCATION & PROFESSIONAL DEVELOPMENT**

Bachelor of Science in Business Operations  
Deeeeeeee University – City, CA

**PROFESSIONAL DEVELOPMENT**

Lean Six Sigma Green Belt