

SUPPLY CHAIN SUSAN

Supply Chain Leader

Email | Phone
Location
LinkedIn

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	+ Production / Capacity Planning
+ Inventory Management	+ Cost Management
+ Process Improvement	+ Production Planning
+ Vendor Negotiations & Management	+ Business Partnerships
+ Forecasting / Demand Planning	+ Acquisitions / Mergers
+ SAP Implementation	+ Team Leadership

PROFESSIONAL EXPERIENCE

Xxxxxxxx, , City, ST Year to Present
World's largest seller of xxxxxxxxXX with \$xxxB annual revenue and global xxx,xxx employees.

Director Global Sourcing (Year to Present)

Drive all global sourcing activities related to \$125M card products (12,000 SKUs) manufactured in Asia. Manage staff of six professionals.

- Achieved annual purchase price variance (PPV) of less than 1% (\$500k).
- Member of SAP implementation team for product life cycle management. Through SAP implementation, reduced 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.
- Overcame union strikes and maintained on time performance of 98% in Distribution Centers. Improved organizational development by implementing job reclassification and market salary 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 by working with Asia buying team to insure minimal cost of goods impact.
- Negotiated pricing for domestic card suppliers.

Director, Fulfillment (Year to Year)

Managed \$50M Everyday and Seasonal card inventory with staff of 29 overseeing 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 Pxxxxx and Rxxxx Pxxxx Greetings. Helped build market offerings on system and helped design, train, and implement the RPG operations team.
- Met seasonal fill rate objective of greater than 98.5% every year.

Director, Fulfillment, continued....

- Reduced lead time for seasonal cards 33% from three weeks to two weeks.
- Partnered with point-of-sale replenishment department to implement scan-based inventory process to selected retailers.
- 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 in reducing SKUs by 2%
- Monitored forecast accuracy of BIAS (+/-7%) and MAPE (20%).
- Assisted with implementing an S&OP process that aligned sales forecast with production and inventory plan, providing better insight into when to fluctuate production to meet customer needs.
- Managed Music/Technology inventory through demand / inventory consensus meetings resulting in better-managed product shelf life and change over to 'new' products.
- Participated on ERP selection committee to evaluate Oracle vs. SAP for Demand Planning.

Director, Creative Products (Year to Year)

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

- Improved fill rates and on time performance while reducing gift wrap and specialty product inventory.
- 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 close one of three distribution centers without disrupting service.
- Led team through 'Lean training and established 5S, providing more 'top of mind' lean work habits and improved processes, including 'waste elimination' in the office.
- Implemented make-to-order processes/schedules to support retailer execution, leading to a higher level of customer 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 the company, which enable the company to secure incremental seasonal business and opened up the opportunity to pursue 'non-traditional accounts' for future growth.
- Worked on Corporate team to establish 'Leadership Dimensions,' identifying the key attributes needed and developed for each manager.
- Re-aligned team focusing on team development and succession planning.

Prior Experience (Year to Year)

Foundational roles included Product Manager, Seasonal Production Planning; Manager, Everyday Production Planning; Forecast Analyst and Inventory Analyst.

EDUCATION | TRAINING | CERTIFICATIONS

MBA, AXXXXXXX UNIVERSITY, City, ST

BS, Industrial Management, UNIVERSITY OF AXXXXXXX, City, ST

Supply Chain Executive Board, Board Member, UNIVERSITY OF AKRON

CERTIFICATIONS

APICS Certified • Creative Problem Solving

Led Chairman's Award program (2007, 2009)