

BARRY SHEEHAN

560 Sycamore Creek Street • Pickerington, OH 43147 • Phone: (614) 484-2151 • bcsheehan@insight.rr.com

Supply Chain / Distribution Management Executive Transportation – Supply Chain – Distribution - Project Management

Versatile and well-qualified logistics and supply chain management professional with experience in regional management of commercial and military distribution and transportation operations ensuring continuous process improvement and revenue gains. Demonstrate decisive leadership in strategic planning, P&L management, project management, new facility startup operations, and supplier / vendor relationship management. Solid analysis and problem solving skills, combined with motivational team building that results in high levels of performance and productivity. Hardworking, detail-oriented, and extremely effective in stressful situations.

AREA OF EXPERTISE

- ✓ Project Management
- ✓ Productivity and Cost Reduction
- ✓ LTL, Truckload, Parcel Transportation
- ✓ Organizational and Strategic Planning
- ✓ Commercial and Military Logistics
- ✓ Staff training, coaching, and development
- ✓ Facility Startup Operations
- ✓ Six Sigma Green Belt
- ✓ WMS & TMS systems
- ✓ P&L development and management
- ✓ Contract Negotiation and compliance
- ✓ Problem Resolution and Decision Making
- ✓ Supplier Relationship Management
- ✓ Multi-tasking in fast-paced environments
- ✓ Microsoft Office Products
- ✓ Top Secret (SCI) Military Clearance

EDUCATION

BACHELOR OF SCIENCE IN ENVIRONMENTAL SCIENCE

AUG 1987- MAY 1991

- Slippery Rock University of PA

EMPLOYMENT HISTORY

PROJECT MANAGER

Marble and Granite Works LLC – a subsidiary of Lowe's; 2009 to Present

- Senior manager responsible for supply chain operations and facility startup operations for national expansion of business.
- Responsible for all aspects of project management to include budget development, schedule, and cost management. Reduced first cost of latest showroom by 16% over the previous showroom opening.
- Negotiate vendor contracts, setup partner vendors, manage day-to-day logistics processes, and procure supplies and equipment worth over 8 million dollars.
- Responsible for interviewing and training a staff of 50-70 personnel for each showroom opening. Coordinate all aspects of startup operations for multiple state of the art facilities.
- Provide leadership, coaching, mentoring, and guidance to a staff 12 full time managers and analysts.

TRANSPORTATION MANAGER

The Home Depot, 2008-2009

- Responsible for management, scheduling, and P&L budget execution of 4 contracted transportation carriers with an annual operating budget of over 12 million dollars.

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- Responsible for contract negotiations worth over 25 million dollars, project management, carrier metrics, customer pickup program, and cost management of all transportation operations.
- Provide management, leadership, coaching, and mentoring to a team of 3 salary and 18 hourly employees across 3 shifts.
- Selected by corporate transportation office as a lead trainer for future openings due to flawless opening and highest backhaul percentage for any startup building.
- Developed a startup execution template for use by all new facilities to effectively manage over 400 startup tasks.

REGIONAL TRANSPORTATION / PROJECT MANAGER

Lowe's Corporation, 2006-2008

- Responsible for day-to-day management, scheduling, and P&L budget execution of 40+ contracted transportation carriers across 13 distribution facilities with an annual operating budget of over 60 million dollars.
- Responsible for scheduling, coordination, and cost management of all inbound / outbound shipments to and from the distribution centers.
- Responsible for contract negotiations, project management, feasibility studies, carrier metrics, customer pickup program, and cost management of all import & Canada transportation operations.
- Provide leadership, management, and coaching to a staff of 12 transportation managers and analysts across 4 locations with responsibility for transportation operations at 13 different facilities across the US and Canada.
- Exceeded all P&L metrics for 3 consecutive annual budget cycles.

LOGISTICS / TRANSPORTATION MANAGER

Target Corporation, 2002-2006

- Responsible for day to day management of 4 contracted carriers as well as scheduling, coordination, and cost management of all inbound / outbound shipments to and from a state-of-the-art 1.3 million square feet distribution center.
- Manage an annual budget of over 28 million dollars and a team of 12 professionals. Responsible for contract negotiations, trailer maintenance program, customer pickup program, cost management, and project management for company-wide logistics initiatives and projects.
- Conducted DC startup servicing 48 stores meeting or exceeding all startup budget cost goals and objectives.
- Developed company-wide carrier score card now used by all 22 company Logistics teams to track carrier metrics / performance.
- Saved over \$1 million dollars through customer pickup program in 2nd year of operation – 1st DC in the company to achieve that mark in 2nd year of operation.

LOGISTICS / OPERATIONS MANAGER

Dell Computer Corporation, 1998-2002

- Responsible for the day-to-day management of 8 Logistic Service Providers (LSP).
- Monitor Quality and Cost metrics on a daily basis to improve LSP performance. Manage day-to-day LSP relations with a total annual account value of \$160 million dollars. Manage the workforce and manufacturing line to meet or exceed company metrics in all areas.
- Reduced Quality costs due to losses and damages by \$2 million over a 12 month period (34% improvement).
- Six Sigma Green Belt Certified – Led and completed 2 Six Sigma projects resulting in \$1.8 million dollars in annualized cost savings.

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MILITARY EXPERIENCE

U.S. Army (Reserves); Logistics Branch (1999 to Present)

U.S. Army (Active Duty); Medical Service Corps (1991 to 1998)

SCHOOLS:

- US Army Command & General Staff College (May 2007)
- US Army Support Operations Logistics Course (August 2003)
- Combined Logistics Officer Advanced Course (1995)
- Medical Service Corps Officer Basic Course (1991)

10/2006 to Present; Small Group Leader (instructor); Serve as an instructor for the US Army Command and General Staff college; work as part of an instructor team teaching 3 separate phases of course curriculum at the graduate level. Recently selected for promotion to Lieutenant Colonel.

12/04 to 6/06; Battalion Executive Officer, Ar Ramadi, Iraq; Serve as second in command of a 950 person logistical support battalion conducting wartime operations across 7 different Operating Bases within Iraq and Kuwait. Responsible for day-to-day management and prioritization of all staff functions to include: personnel, intelligence, security, operations, training, logistics, maintenance, and communications. Responsible for the management and coordination of eleven staff officers on a daily basis. Responsible for planning and executing missions to include long term civil improvement projects totaling over 40 million dollars.

12/99 to 12/04; Medical Operations and Logistics Officer; Responsible for planning and execution of medical operations and supply functions for the state of TN and subsequently PA. Manage medical supply receipt, storage, and issue process for 27 medical organizations across the state. Plan, resource, and manage medical personnel staffing for all training events on an annual basis. Recognized at 2004 Division-level Warfighter Exercise as the best officer on the Brigade staff by receiving Fort Leavenworth Commander's Award.

12/96 to 05/98; Company Commander; Responsible for 128 personnel in 33 different specialties. Responsible for the readiness, maintenance, accountability, and security of supplies and equipment valued at over 6.1 million dollars. Manage and operate a medical supply warehouse with over 40,000 lines of vital military medical supplies.