

A Highly Productive & Versatile Logistics Professional

Cecilia Mao

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WORK EXPERIENCE:

Logistics Consultant

EPI Worldwide, San Diego, CA

Feb. 2009—Present

- Sourced and qualified potential suppliers for baby dolls manufacturing in China for Wal-mart orders.
- Conducted focus group survey with babies to refine design & marketing strategy for samples.
- Make recommendation for alternative procurement options to meet delivery deadlines.

Director of Supply Chain Strategies

Network Global Logistics. Torrance, CA

- Spearheaded a team that won a 5 year multimillion dollar contract to provide time critical distribution and reversed logistics service for one of the world's top medical equipment company.
- Enhanced key operational processes and managed the implementation of 12 new client programs.
- Improved service level from 99.3% to 99.6% and hired 2 managers to fuel the 20% monthly growth of FedEx Supply Chain Critical Inventory Logistics (CIL) service site from 15 sites to 80 sites with 10 times the shipping volume within one year.
- Managed the daily operations of a team of inventory specialists and over 125 strategic stocking locations for mission critical service parts department to ensure best practice for service and cost.
- Supported sales team to help design and engineer logistics supply chain initiatives to respond to 8 multi-million dollar RFPs to address the needs of new and existing customers.
- Launched and rolled out LTL (less than truck load) and air freight service offerings to 9 NGL stations.
- Qualified and negotiated with domestic and international 3PLs and carriers to provide turn-key solutions.
- Drafted and executed over 10 Standard Operating Procedures (SOPs) to improve overall service level.

International Distribution/Development Manager

Oakley Inc. Foothill Ranch, CA

- Drove subsidiary operations to align processes, projects, goals and metrics to Oakley strategic objectives.
- Regularly review subsidiary operations and enforce consistency and standards.
- Assisted Oakley's 9 international subsidiaries in reviewing and measuring their 3PLs performance against service level agreements (SLA's) with KPI reporting in transportation, warehousing and distribution cost vs. budget.
- Kicked off Asian DC project that aim to improve global supply chain efficiency and speed to markets.
- Identified both shortcoming and best practices of each subsidiary to improve process.
- Compiled Oakley's Operational Standard Operation Procedures (SOP).

Director of Logistics

Alstyle Apparel Inc. Anaheim, CA

- Lead 7 worldwide distribution centers, totaling over 500,000 sq. Ft., and a 300+ member staff to ensure on-time delivery and customer satisfaction goals are met.
- Responsible for annual Logistics and distribution P/L including \$15MM annual freight expense; Manage the overall relationships with carriers, including LTL, TL, air and packages carriers supporting inbound and outbound transportation.
- Achieved annual savings of \$1.5MM from shipping modes optimization and negotiations with major carriers
- Reduced annual payroll of \$1MM by analyzing operational patterns, and implementing staggered shifts.

- Decreased shipping and distribution costs, \$1MM, by setting up direct shipments out of Mexico plants to satellite DCs in US and Canada, as well as to customers.
- Responsible for negotiating global logistical solutions with carriers, forwarders, and supply chain companies to achieve the highest quality at the lowest cost.
- Developed logistics, distribution strategies, operational procedures and policies during corporate merger with a public company.
- Designed Physical Inventory procedures, coordinated and trained all distribution centers to conduct annual physical count simultaneously for public auditors to achieve over 99.97% accuracy.
- Coordinated with the IT department to upgrade 4 major distribution centers from manual processing to RF scanning.

Logistics Manager

Apex Maritime Co., Inc. South San Francisco, CA

- Spearheaded a team that won a 2 year multimillion dollar nationally competitive contract to provide logistics, distribution and light production service for major high-tech company.
- Jul. 2003-Jun. 2004: Set up and run the day to day operation of United Logistic Solutions. Inc., a subsidiary of Apex Maritime that provides 3rd party logistics and light production services in the heart of Silicon Valley.
- Responsible for a 143,000 sq. Ft. distributions center that meet 99% fill rate within 3 months of operation.
- Successfully lead 30 employees to turn around \$6MM inventory within one day.
- Tripled daily production output from 300 units to over 1000 units by hiring a second shift at quarter end.
- Oversee the P&L of budget, evaluate and manage the needs of departments, including capital expenditure and strategic planning.
- Directed the interface and programming of Oracle system and CDM Warehouse Management/ERP System.
- Developed, measure and report performance metrics related to purchasing, planning, delivery, customer service and employee performance.
- Increased client base to include 5 multi-users in 3 months.

Research Assistant

Marketing and Transportation Department, University of Arkansas

Consultant/Logistics Manager,

Shenzhen Tibbett & Britten—Anda Logistics Co, Ltd., Shenzhen, China

- Achieved and maintained a 99.9% distribution center service level for the second half of 1999 for over 9,800 store keeping units. This was the most efficient and cost-effective logistics operation in southern China.
- Initiated operations supply control, incorporated forecasting data into budgetary administration and reduced daily operational expenses by at least 30%.

EDUCATION

Master of Transportation and Logistics Management

University of Arkansas, Fayetteville, AR GPA: 3.75/4.0 July 2001 Graduate with Honor

Bachelor of Arts in International Business

Shenzhen University, Shenzhen, China GPA: 3.90/4.0 June 1998 Graduate with Honor

COMPUTER SKILLS

- **Database:** SAP R/3, BW (Business Warehouse), Oracle, Microsoft Access, AES
- **Applications:** Microsoft Excel, Word, PowerPoint

LANGUAGE SKILLS

- Fluent English, Mandarin and Cantonese