

Gary Gleckner

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OPERATIONS and INFORMATION TECHNOLOGY MANAGEMENT

Fourteen years of management expertise blending technical expertise with business objectives to deliver timely, relevant results. Able to communicate and manage effectively in dynamic, global environments, from boardrooms to data centers to warehouse facilities. Demonstrated leadership skills to build and maintain teams through a variety of scenarios including corporate downsizing, rapid growth, acquisitions, and continuous improvement. Seeking a management position to apply these skill sets through solid project management, financial analysis, process controls, and systems coordination.

CORE COMPETENCIES

FINANCIAL/HR	LOGISTICS	E-COMMERCE	IT
P&L Analysis	Logistics Compliance	Wholesale and Retail EDI	System Development
Inventory Control	Foreign Trade Zones	Consumer Web Sites	Network Infrastructures
Budgeting and Forecasting	Importing and Int'l Freight	Linking Systems	Database Design
Employee Management	Whse Mgmt Systems	Merchandising	System Security Controls

EXPERIENCE

Welspun USA, Inc. – Grove City, OH

Top 5 global manufacturer and distributor of home textile products serving the retail marketplace.

Jan '09 – Jan '11

Director Operations and Information Technology

Created new teams including distribution, accounting, information systems, human resources, and customer service to support a rapidly growing, global company. Prior to joining the company, execution and controls were weak with no scalable operations framework. These teams now perform the main activities to fulfill customer shipments and maintain business controls at superior accuracy and compliance than previous levels.

- Negotiated simultaneous contracts to acquire assets and systems of an industry competitor.
- Created organized processes in a high-growth environment to drive consistency and control.
- Coordination with Mexican subsidiary for manufacturing and distribution activities within NAFTA guidelines.

Areas of Responsibility – 5 direct reports

Operations/Logistics/HR

- Managed distribution growth from \$60M to \$150M in sales revenue, including full carton and pick/pack.
- Migrated 90k sq ft distribution center in Charlotte, NC into 300k sq ft Columbus, OH facility.
- Established centralized customer service of multiple distribution facilities, systems, and business types.
- Grew USA employee base from 40 to 110 employees in 12 months to support rapid business growth.
- Established employee policies and handbook, while improving employee benefits at same costs.

Information Technology/E-Commerce

- Created IT infrastructure plan to improve fault tolerance, information security, and availability.
- Coordinated off-site resources for support and management of critical infrastructure resources.
- Developed project managers and aligned resources to achieve over 50 key system enhancements.
- Created B2B and B2C strategies to support existing business as well as new sales channels.

American Pacific Enterprises, LLC – Grove City, OH

Designer, importer, and distributor of designer home textile products with six locations worldwide.

Jun '05 – Dec '08

Executive Vice President Operations and Information Technology

Member of executive team responsible for the overall business operations, reporting directly to the board of directors. Grew from IT focused role into overall operations management, leading teams through continual improvement strategies, speed-to-market, and right-sizing staff levels in response to business changes.

- Budget responsibility for over \$5M in expenses, \$10M in freight and duty, \$60M in inventory.
- Communicated effectively with both internal and external stakeholders at all levels.
- Positive and productive work environment yielded high staff retention and reduced costs.
- On-time fulfillment of 95% for initial product roll-outs and 90% for ongoing replenishment.

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Areas of Responsibility – 6 direct reports

Operations/Inventory/Importing/Supply Chain

- Managed logistics expenses to 2% of sales, best-in-class for industry, while reducing compliance fees 90%.
- Achieved C-TPAT certification and validation, including documentation, audits, and supply chain security.
- Designed and implemented a Foreign Trade Zone yielding \$200K savings annually in processing and duties.
- Created supply chain modeling system to give broad visibility to planning, forecasting, and inventory areas.

Information Technology Infrastructure and Systems Development

- Created global information network delivering services to multiple offices 24x7x365.
- Accountable for all security and information protection across the enterprise.
- Established EDI connectivity with applicable customers and suppliers to reduce costs and achieve compliance.

May '03 – May '05 Vice President Information Systems.

Responsible for all IT management for a 250-person organization with six core sites, and numerous remote users. Directly involved in server configuration, application coding, requirements definition, software licensing, hardware acquisition, and communication management. Created a data warehouse of the legacy ERP system that dramatically improved information availability and supported expansion to BI tools.

- Launched a consumer web site that achieved \$5M in sales and \$1M extra profit over traditional sales channel.
- Became the first area in company to utilize offshore resources, reducing annual costs by \$200K.
- Structured IT department into 2 distinct areas to allow for more focused career development paths.

Jan '98 – Apr '03 Director Information Systems

Jan '96 – Dec '97 Manager Information Systems

Revolutionized distribution activities by creating a full warehouse management system (WMS), directly integrated with the existing ERP system. Manage corporate-wide information systems including e-commerce, EDI, programming, new system development/integration, networks, training, Internet, hardware, and telecommunications.

- Designed, coded and implemented core WMS modules in six weeks with only two other personnel.
- Developed international supply chain system to reduce lead times and improve forecasting accuracy resulting in order fulfillment increase from 65% to 95%.
- Point of sale analysis and demand forecasting system development which improved forecast accuracy 50%.

Jul '92 – Jun '95 Systems Programmer/Analyst

Briefly serving in data entry and importing departments, was involved in the creation of the MIS department with responsibilities for systems requirement definition, operating system administration, application coding/testing, and desktop and server configuration/maintenance.

- Achieved business goals through customized reporting and program creation.
- Active role with management to aid in setting scope and strategy for future IT projects.

Gorell Enterprises, Inc. – Indiana, PA

Manufacturer of residential window products serving various retail distribution channels.

Jul '95 – Dec '95 Systems Programmer/Analyst

- Database design and programming of key applications for executive management system.
- Developed information system documentation to facilitate workflow throughout the business.

EDUCATION

DeVry University – Columbus, OH

Bachelor of Science in Computer Information Systems

GPA 4.0/4.0, Dean's List

Graduation: June 1995

Ohio State University – Columbus, OH

Fisher College of Business

Master of Business Administration (MBA)

GPA 3.6/4.0

Graduation: June 2002