
~ LOGISTICS MANAGEMENT EXECUTIVE ~

Leading organizations to breakthrough bottom-line and performance success

Results-oriented business leader with 15+-year portfolio of success driving organizations across diverse business units and multiple geographic markets. Instrumental in productizing new solutions, slashing overhead costs, improving processes, and boosting operational productivity. Dedicated to delivering vital projects on time and on budget. Skilled in leading large project teams across multiple countries. Experienced in leading enterprise level software implementation projects that have enabled and sustained significant organization process change. Recognized for significantly enhancing bottom line through vendor and client contract negotiations. Experienced in leading acquisition due diligence and post-acquisition integration activities. MBA, backed by PMP and CPA credentials.

Expertise includes:

Business and IT Strategy • Project Management • Global Team Leadership • Product Development
Process Improvements • Solution Rationalization and Justification • Acquisition Integrations
Deployments/Migrations • Automated Solutions • Cost-Cutting Initiatives • IT Solution Identification
Business Development • Contract Negotiations • Workforce Management • IT Process Management (CoBIT)

PROFESSIONAL EXPERIENCE

NEW BREED LOGISTICS, Greensboro, NC 2010-2011
\$500M logistics service provider focused primarily on providing customized logistics solutions to address clients' complex supply chain issues.

Vice President, IT Client Support

Recruited to drive IT Client Support organization in support of largest customer, across 3 operating sites, for both forward and reverse logistics operations. Provided 1st- and 2nd-level support and project management. Supervised and mentored 50-member IT team with 5 direct reports.

- Piloted \$25M operating site start-up project to replace existing site. Upgraded IT systems and implemented automated material handling solution.
- Expedited request resolution process by implementing new process improvements that heightened visibility and communication with client and cleared up 40-report backlog in 90 days.
- Increased forward logistics facilities production capacity 100% by implementing IT systems improvements and providing additional automated material handling capacity.
- Implemented ITIL Customer Management processes as process owner. Process certified through ISO 20000 certification process.

EXEL INC., Westerville, OH 1996-2010
North American brand of DHL Supply Chain, the world's largest logistics provider catering to Consumer Package Goods, Life Sciences, Retail, Automotive, Technology, and Energy industries.

Vice President, IT • 2005-2010

Promoted to lead IT Client Support services for Consumer, Life Sciences, Retail, Automotive, Industrial, Chemical, and Energy business units across Americas region. Administered \$13M IT budget and supervised 100+-member IT team located across US, Canada, Mexico, Brazil, Argentina, and Chile. Managed project portfolio that delivered 50+ annual IT solutions. Oversaw support for logistics solutions from proposal development stage through implementation to ongoing support phase. Developed and managed logistics service offering.

PROFESSIONAL EXPERIENCE

EXEL INC., Vice President, IT

- Achieved 95% on-time, on-budget delivery of project portfolio throughout tenure.
- Enabled annual global IT costs to be slashed by €40M in 2009 by leading global team to improve IT cost visibility. Provided global accounting definitions and guidelines to clarify and harmonize IT cost information across 10 disparate accounting systems.
- Reduced operational labor costs \$40M in 4 years by implementing workforce management solution that improved operator productivity. Negotiated software license to enable program.
- Eliminated all project initiation delays due to resource limitations by implementing IT resource-planning process that provided visibility into resource availability for project teams.
- Played vital team role in integrating existing Deutsche Post logistics IT team into the Exel IT organization with no interruptions in service and no client issues following acquisition of Exel by Deutsche Post in 2005.

Senior Director, IT • 1998-2005

Led team of 20+ IT professionals in delivering IT Client Support services to Consumer, Life Sciences, and Retail business units across North America. Administered \$2M budget and delivered 20+ solutions annually.

- Boosted on-time, on-budget project implementation from 40% to 90% within one year by championing Exel Project Management methodology within the team. Partnered with Latin America IT teams to roll out methodology across the region.
- Rationalized solution portfolio to be aligned with business strategy through justified migrations of legacy solutions and implementations of portfolio solutions for new operations.
- Enabled 100% of IT team costs to be passed on to customers by developing and implementing IT cost tracking and charge-back mechanism.
- Drove seamless integration of 2 significant acquisitions that generated 140% revenue growth.
- Added \$600K annually to the bottom line in 5 years by negotiating a contract with a major software provider identifying the company as a channel partner.
- Provided a financial solution facilitating significant growth by leading the team that transitioned the company to Oracle Financials.

EARLY CAREER HISTORY

Exel Inc. ~ Vice President, Transportation Services

Roadway Global Air, Inc. ~ Vice President, Information Systems & Technology

Transportation Research, Inc. ~ Director, Information Technology

Roadway Package System, Inc. ~ Director, Administrative System Development

Roadway Package System, Inc. ~ Manager, Field Administrative Support

EDUCATION & CREDENTIALS

Master of Business Administration ~ Texas Christian University

Bachelor of Science in Mathematics, Cum Laude ~ Wake Forest University

Project Management Professional ~ Project Management Institute

Certified Public Accountant ~ State of Texas