

JON WHYBREW, C.P.I.M

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FORECASTING / SUPPLY CHAIN ANALYST

Results-driven Forecasting / Supply Chain Professional with an extensive background in Operations Planning and Analytics in the fast-paced consumer products environment. Excels in cross-functional roles to gain consensus needed for strategic planning, goal setting and attainment of corporate objectives.

STRENGTHS

- * Organizational and Managerial
- * Detail Oriented
- * Collaborator/Consensus Builder
- * Fact Based Analysis
- * Team Building and Motivation
- * Communications – Written, Verbal & Presentation
- * Strategic Planner and Implementer
- * Focus on Inventory Reduction

LEADERSHIP SKILLS

- Developed and implemented a forecast process at two previous companies
- Supervised and mentored a team of forecast planners in a monthly consensus process
- Front line Supply Chain contact for national client base
- Trained customers/staff to use SAP software/ implemented new procedures

FACILITATOR/CONSULTANT

- Able to effectively translate business requirements to IT staff to create cost effective solutions
- Ability to translate analysis into actions to improve efficiencies and reduce inventory costs
- Considered an interdepartmental ‘Go-To’ person for analytical questions/concerns
- Collaborator on, and chair for monthly consensus meetings with all levels of the organization

COMMUNITY INVOLVEMENT

- President, Board of Trustees – Upper Arlington Swim and Racquet
- Takes initiative with training and development of all team members
- Served as coach and group leader for several non-profit organizations

PROFESSIONAL EXPERIENCE

Big!Lots Stores (Columbus, Ohio)

2009 - 2010

One of the leading closeout and bargain retailers in North America.

Merchandise Control/Planning Systems Administrator

Managed the daily KPI reporting and systems administration of a class planning system to facilitate timely and accurate forecasts. Also involved in carton forecasting, i.e. distribution center throughput, and bonus reporting for the merchandising team.

- Monitored the daily systems operations and acted as a liaison with the IT department to trouble shoot any issues
- Leveraged experience with Microsoft office suite of products to analyze large amounts of data to achieve ad-hoc project analysis as assigned

Elmer's Products, Inc (Columbus, Ohio)**1996 - 2009***Leading consumer oriented adhesives and office supply co.; multisite; 1000+ employees; \$360M***Sr. Forecast/Supply Chain Analyst (2007 – 2009)**

Served a dual role in a cross-functional Supply Chain organization to provide analytical support on a project basis. Identified productivity assessment metrics to improve departmental efficiencies.

- Leveraged ten-year experience with SAP to act as a liaison with the IT department, able to identify and track over \$700K in cost saving initiatives in the calendar year of 2009
- Principal Supply Chain contact for the Wal-Mart sales team based in Bentonville, AR. Using market analysis and POS data, created the basis for driving a year over year increase in product placement resulting in annual revenue growth in excess of 25% in 2008

Sr. Forecast Analyst (2001 - 2007)

Supervised and coached a five member team of forecast analysts in the US and Canada. Key contributor to the SAP Implementation Team, serving as the accountable person for requirements design in the areas of demand planning/forecasting and data migration to new system.

- Improved forecast accuracy by more than 20% using SAP software and resulting in a reduction of finished goods inventory of \$5M in the first two years
- Accountable leader for the development of an annual budget aggregating sales projections and forecasting of finished goods to support company planning and process improvements
- Drove the creation of standard processes, procedures and methodologies used to integrate the forecast/demand planning processes of a \$160M merger with The Hunt Corporation

Forecast Analyst (1996 - 2001)

Implemented Demand Solutions Software as a statistical tool, which formalized the forecast process at Elmer's. Managed this third party software independently from the Enterprise system.

- Process improvements led to 80% reduction in time to generate specific customer outlooks and ability to react to a changing marketplace
- Improved forecast accuracy and visibility by 100% resulting in the reduction of inventory carrying costs of \$2-3M due to forecast variability
- Through the use of data analytics and early trend identification linked to emerging product demand, enabled the sales team to predict market direction and capitalize on insights gained

Union Tools, Inc (Columbus, Ohio)**1992 - 1996***Leading manufacturer and marketer of non-powered lawn and garden tools in North America.***Demand Planning Analyst**

Implemented Demand Solutions Software (a Focus Forecast System) to better provide customer demand data. Provided customer outlooks and budgets to facilitate component planning.

- Developed a database forecasting system and integrated to Demand Solutions to better represent customer forecasts and reduce inventory levels in excess of 10%
- Worked with IT staff to develop necessary interfaces between DS and ROI software, the selected ERP system, to facilitate better efficiencies in a quick response environment

EDUCATION

The Ohio State University - BSBA – Operations Management