

NICHOLAS ALTAMURO

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SUPPLY CHAIN MANAGEMENT

Logistics/Transportation • Procurement/Purchasing • Process Improvement

Highly accomplished supply chain leader and logistics expert with an exceptional history of analyzing current functions, implementing advanced solutions, and delivering improvements that save money and time. Adept at initiating significant changes in mission-critical environments to transform failing operations into successful entities. Proficient at fostering continuous improvement, instituting more accurate reporting strategies, and supporting contract negotiations. Excellent communicator and positive, proactive role model for team members.

CORE COMPETENCIES

- Distribution
- Project Management
- Team Leadership
- Inventory Management
- Strategic Planning
- Risk Management
- Strategic Sourcing
- Cost Reduction
- Policy Development
- Market Analysis
- Customer Service
- Recruiting/Training

PROFESSIONAL EXPERIENCE

ICG COMMERCE – King of Prussia, Pennsylvania

2010–Present

Private company with \$100M in revenue providing procurement outsourcing services to Fortune 500 clients.

Savings Lead, Goodyear Account

Collaborate with cross-functional personnel within client organization, including 10 corporate-level personnel, 12 Plant-Level Purchasing Managers, and 15 ICG resources to manage multiple spend categories. Discuss strategies and goals within each category, including Marketing, MRO Supplies/Services, Transportation, and Retail Store Operations. Lead strategic sourcing by preparing Requests for Proposals (RFPs), evaluating the top bids, and negotiating final contracts. Obtain data regarding market factors, supplier issues, and specific needs to construct a comprehensive annual operating plan and personnel requirements. Perform weekly reviews to ensure progress against plan and report status to stakeholders. Develop data systems and build queries with the Finance and IT Departments at Goodyear; establish reporting methods and timelines.

- Accomplished \$30M in savings against a target of \$17M; audited ICG data and documentation to reduce the error rate from 10% to less than 1%.
 - Engaged key stakeholders from technology, finance, purchasing, and operations in a comprehensive data analysis initiative to determine exact areas of spending that led to more effective negotiations to reduce supply costs.
 - Investigated local spend within each plant and consolidated where possible or utilized local vendors.
 - Facilitated continuous improvement across supply base and identified areas for product substitutes with the same form/fit/function of the previous element.
 - Sold waste and scrap material to buyers instead of disposing of it to generate \$2M in revenue.
- Collaborated with the finance technical resource to transform a manual reporting process into an automated reporting system within ICG and Goodyear, cutting the cycle time from 200 hours per month to just 50 hours per month.

INTERNATIONAL BUSINESS MACHINES (IBM) – Fairfax, Virginia

2004–2010

Market leader in several sectors providing a wide range of technology services, products, and business process consulting.

Managing Consultant

Led business process engagements and provided instruction to clients on logistics and supply chain excellence, discussing topics such as strategic sourcing, procurement best practices, Lean/Six Sigma methodologies, and practical application. Customized training materials for all audiences, including C-level executives, based on specific requirements and needs. Facilitated Question and Answer (Q/A) sessions to allow personnel to communicate freely and gain maximum knowledge from seminars. Communicated closely with U.S. Air Force client to develop consistent, innovative solutions to improve supply chain operations significantly; held multiple roles during the engagement and earned recognition for leading projects from start to finish with stellar results and improvements.

- Provided Lean and Six Sigma training to ~100 Defense Logistics Agency (DLA) employees to prepare organization for major process changes at the aircraft engine support center.

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- Supported SAP indirect procurement roll-out at Sara Lee by delivering training material to 4000 suppliers and 80 Sara Lee facilities; slashed IP order systems by 75% and reduced cycle time by 50% with new strategies.
- Strengthened overall supply chain performance for the Air Force's Logistics command by reducing pipeline and warehouse inventory, cutting lead time, and improving overall efficiency of the sourcing process.
 - Reduced first-year budget spending by 15% and slashed average order lead times by 50%.
 - Increased engine availability by 25% and provided a new concept to share maintenance facilities with a private sector airline.
- Built new organization for centralizing all Air Force supply chain operations, facilitating processes to create schedules, identifying milestones, and ensuring all timelines were met or exceeded.
 - Delivered results in half the time, saving \$5M in staffing costs and reaching \$20M in cost savings, earning commendation for the outstanding organization for new processes.
- Guided the identification and management of spending for jet engines and maintenance, repair, and overhaul (MRO) costs; determined reasons for poor data quality and generated results-oriented plans to increase data integrity and informed decision making.
 - Composed a sourcing strategy for each subset of spending, including bearings, fans, turbines, blade coatings, and maintenance; built partnerships with private sector aviation/aerospace firms to transition Air Force to industry best practices.
- Developed and delivered training to the Air Force personnel on innovative strategies and methods for achieving proficiency across supply chain operations.

PENNSYLVANIA STATE UNIVERSITY – University Park, Pennsylvania

1999–2004

Chartered by the Commonwealth of Pennsylvania in 1855, now with more than 80K students and ranked among the top 50 best national universities.

Supply Chain Instructor/Research Assistant/Facility Manager

Prepared course materials and delivered instruction to students on supply chain management; partnered with senior faculty to execute supply chain research for projects including beta testing IT solutions for strategic planning and warehouse management. Hosted tennis lessons, directed operations at 2 tennis facilities, and conducted hiring/training for up to 10 staff.

Additional experience with CVS Pharmacy, Inc. and The Pennsylvania Liquor Control Board to manage inventory and warehouse operations, with a focus on supporting multi-million dollar sales, monitoring trends, forecasting performance, and implementing process improvements to streamline order fulfillment/inventory processes.

MILITARY EXPERIENCE

PENNSYLVANIA ARMY NATIONAL GUARD – Media, Pennsylvania

Infantry Team Leader/Mechanized Conversion Trainer

Developed and implemented tactical direction for an entire infantry team of 6 to 10 members at any given time. Presented several training seminars and camps to personnel in support of unit conversion to Mechanized Infantry. Delivered standardized equipment and training procedures to ensure consistency across units and locations; allowed an increase in flexibility when relocating or promoting staff across the organization.

EDUCATION AND CREDENTIALS

Master of Science in Supply Chain and Information Systems Management

Bachelor of Science in Business Logistics

PENNSYLVANIA STATE UNIVERSITY – UNIVERSITY PARK, PENNSYLVANIA

PUBLICATIONS

N. Altamuro, "Transforming the Military through Sense and Respond," IBM White Paper, 2005.

N. Altamuro, "An Examination of the Urban Freight Problem," Master's Thesis, University Park, Pennsylvania: Pennsylvania State University, 2004.