

Cover Letter:

To Whom It May Concern,

As an expert in solutions design and account management in the 3PL and service parts logistics arena, I have had the opportunity to plan, develop, accomplish, and showcase major initiatives that drove cost reductions along with productivity increases resulting in hundreds of thousands of dollars of savings for customers. I led teams that supported individuals, managers, executives, organization as a whole – and most importantly the customers, whose service experiences were immeasurably improved through implementation of these forward-thinking ideas. I am looking for an organization in which I can apply these skills and collaborate with likeminded individuals to continue this trend of success.

Allow me to highlight my strengths:

- Tremendous ability to revitalize business performance through assessment and implementation of strategic process improvements
- Natural entrepreneurial spirit, seeking out solutions where none seemed possible while exploring new opportunities for growth
- Great knowledge of supply chain processes and pricing development especially in the shared warehousing arena
- Due to six sigma black belt certification, excel at targeting opportunities for revenue enhancement through cost reduction initiatives and profit optimization

I believe my qualifications and 10 years of industry experience would make me an outstanding asset to your organization. My resume provides further details on my background and accomplishments. Realizing that this data can not adequately convey my personal strengths, I would appreciate the opportunity to meet with you.

Sincerely,
Patricia J. Cannon
Enclosure: Resume

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PATRICIA J. CANNON

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EXPERIENCE

PercuVision LLC – Gahanna, OH
(StartUp – Medical Device developer)

Supply Chain Consultant/Account Manager, June 2010 – Present

- Develop and maintain the whole supply chain/logistics around making the medical device and then get delivered to the end customer the right time, the right place and for the right cost
- Develop SOP's and Work Instructions around the task that suppliers need to be executing in order to deliver the final product to the end customer

Flash Global Logistics – Pine Brook, NJ (based out of Columbus, OH home office)

(\$35 million - Global mission critical parts distribution provider)

Director of Solutions Engineering, March 2010 – June 2010

Global Solutions Design Manager, June 2009 – February 2010

- Lead and manage the Global Solutions Engineering, Global Network Modeling and Global Pricing departments with all of their efforts to support the sales process. This effort has resulted in \$4.8 million dollars of new business for the company in 8 months.
- **Solution Design:** Design best case, efficient, and cost effective global warehousing solution for mission critical parts distribution customers by working closely with all functional areas, such as IT, call center, international and domestic operations etc. Analyze critical requirements to determine the best, most cost efficient, scalable solution for the customer's growth. Facilitate process mapping and management of implementation on a global basis. Redesign scope of business activity with existing Flash customers on a regular basis for optimal efficiency.
- **Network Modeling:** Develop innovative strategies and solutions for advanced supply chain modeling across all customers and industry for scalable benefits. Geocode and map end customer's addresses with Supply Chain Strategist (i2) software in order to develop a stocking location network all around the world to support mission critical, same day and next day deliveries to those customers. I2 tool layered with a one of a kind street level mapping software provides exact driving distance and drive time from warehouse to end delivery point instead of utilizing straight line distance calculations only. According to metrics this type of mapping exercise recommends on average 10-15% reduction of stocking locations needed in the network.
- **Pricing:** Provide pricing for mission critical parts distribution customers through an asset light and agent run network of 700 stocking locations worldwide. Pricing model entails internal cost from agents or Flash run warehouses versus pricing provided to the customer.

DHL Solutions/Exel/DPWN – Columbus, OH

(€60 billion - Deutsche Post World Net (DHL) – World's leading logistics group)

Solutions Design Manager, September 2007 – May 2009

- **Solution Design:** Design best case, efficient, and cost effective warehousing solution to medium (40,000 sq ft) to small (2,000 sq ft) sized warehousing customers by working closely with engineering and IT. This effort has resulted in \$6.45 million dollars of new business for the company.
- **Rate Development:** Respond to Warehousing RFPs by analyzing customer business through gathering labor, space, IT, Project management and equipment information from all functional groups. Hit rate YTD is 36.1% (annual revenue hit over annual revenue targeted).
- **Update Pricing Model:** Update and redesign current pricing model so it represents all functional group's input the proper way.

ODW Logistics, Inc – Columbus, OH

(\$65 million - Midwest largest 3PL provider)

Account Manager, September 2005 – September 2007

- **Rate Development:** Respond to Warehousing RFP's by analyzing customer business through gathering labor, space, equipment information on each of the company's 50 different accounts and develop methodologies on how to rate new opportunities. This includes fixed rates (space rates) and variable rates (inbound, outbound, and supply rates). This effort has won \$5.5 million worth of new warehousing and transportation business.
- **New Account Project Management:** Review startup project proposals to determine time frame, funding limitations, procedures for accomplishing projects, staffing requirements, and allotment of available resources to various phases of a project. Establish work plan and staffing for each phase of the project, and arrange for recruitment or assignment of project personnel.

Logistics Analyst, July 2003 – September 2005

- **Key Performance Indicators:** Created, coordinated, implemented, and reported on Key Productivity Indicators (KPI) as required for the 10 revenue-producing accounts. Today KPI's are posted and updated daily, weekly, and monthly in each of the six warehouses. This effort has saved the company 8.6% of overall labor, equipment, space, and supply costs in 2004 and 10.4% in 2005.
- **Product Line Profit & Loss Statement:** Developed the company's first Product Line Profit and Loss Statement that details each account separately. This process included data collection for labor, space and equipment costs, development of costing methodologies, and metrics to support the report. Implemented Trutime/Amano software to measure hours and dollars spent on each account in the warehouse.

Cardinal Health, Inc./OhioHealth – Columbus, OH

(\$85 billion - manufactures, packages and distributes pharmaceuticals)

The Ohio State University's Six Sigma Certification, January 2003 – May 2003

- **Six Sigma Project:** Value Stream Map Cardinal Health's Distribution to smaller hospitals. Analyze the variation in the process of backorders to

these hospitals. Recommend new ways to improve the process so inventory can be reduced on Cardinal's side as well as on the hospital's (customer) side.

Supply Chain Intern, June 2002 – September 2002

- **Implementation of Pyxis Supply Station:** Conducted physical inventory for Grant Medical Center's Orthopedic Implant inventory and set new par levels based on purchase history and surgery staff recommendations. Completed set up and installation of the first Pyxis supply station within OhioHealth containing thirteen hundred line items. New reorder points will increase inventory turnover from 2.3 times per year to 8, and reduce on-hand inventory by \$400,000.
- **Inventory Reduction:** Completed ABC analysis of 1100 line items for Grant Medical Center Supply and Distribution General Inventory and identified slow moving and obsolete inventory. Identified a total of \$187,000 in excess inventory; \$89,000 in slow moving inventory from ValueLink (which can be reordered in 24 hours), and \$98,000 from other vendors. Recommended returning excess ValueLink inventory and converting other line items to ValueLink where applicable. If implemented, the customer will reduce on-hand inventory by \$187,000, improve on-time delivery of newly converted ValueLink items, and reduce exposure to obsolete inventory in the future.
- **Customer Focus:** Maintained customer focus through weekly updates and reports. Investigated new methods to improve customer operations such as warehouse process mapping. Proposed new business opportunities through the installation of gravity flow racking system and ergonomically positioned inventory. Recommendation would yield a 30% savings in warehouse space and make items easier for pick and replenish by employees.

Rickenbacker Port Authority/Int'l Airport, FTZ – Columbus, OH (\$548 million in annual economic activity – Foreign Trade Zone Grantor)

Marketing Specialist, January 2000 – July 2001

- **Increased Sales:** Increased customer base through educational presentations about the federal Foreign-Trade Zone regulations. Negotiated successful contracts with Freight Forwarders and Cargo Airlines. Organized the first ever Foreign-Trade Zone Seminar to potential major importing clients. This event featured high-level National Foreign-Trade Zone Association speakers. The event resulted in contracts with two additional tenants in the industrial park, which increased Foreign-Trade Zone revenue by 12% and landing fee revenue by 10%.
- **Customer Analysis and Benefits Promotion:** Educated potential candidates about the advantages of conducting business with the Rickenbacker Port Authority (RPA) and the savings of a Foreign-Trade Zone through presentations and seminars. Promoted International Foreign-Trade Zone Policies to major importers and responsible for qualifying candidates using International Foreign-Trade Zone Policy criterion.
- **Community Leadership:** Organized, developed, and led efforts for monthly roundtable human resource employment needs. Created a roundtable council to review employment requirements and strategies for the industrial park clients. Organized and led the Logistics Academy committee, which served as liaison between a high school logistics program (public side) and the logistics companies (private side).

EDUCATION

The Ohio State University, Max M. Fisher College of Business – Columbus, OH

MBA Operations and Logistics Management, International Business, 2003

BSBA Transportation and Logistics, International Business, and BA German, 1999

- Academic: Dean's List, Academic All-Big Ten, Post-Graduate Scholarship Recipient for outstanding academic and athletic achievements.
- Athletic: 15 time Hungarian National Fencing Champion, Varsity Fencing Team Captain, 4-Time All American, 2006 Inductee into The Ohio State University's Sports HALL OF FAME

TRAINING

- Six Sigma Black Belt certification – The Ohio State University (2003)
 - Flash Global Logistics Green Belt Certification – Flash Global Logistics (2009)
- Dale Carnegie Training – Sales Advantage Course (2007)
- Exelerate Strategic Account Sales Process – Exel Logistics' Sales Certification Process (2008)
- Essentials of Leadership I – Exel Logistics' Professional Development Training (2008)
- Essentials of Leadership II – Exel Logistics' Professional Development Training (2008)

COMMUNITY SERVICE AND PERSONAL INTERESTS

- Tutored children to read (OhioReads Volunteer Program) 2000-2007
- Adjunct Professor at Capital University (Bexley, OH) – Supply Chain Management/Logistics elective class (2008 and 2009)
- Fencing Coach (Columbus, OH – Dublin Sport Fencing Center) – 2003-2004
- Fluent in German, Hungarian, and working knowledge of Russian languages with widespread international travel throughout 31 countries and familiarity with many customs and cultures