

SUPPLY CHAIN LEADERSHIP PROFESSIONAL

Transportation | Warehousing | 3PL | Procurement | Logistics

Collaborative, innovative, and motivational leader offering rich experience delivering millions of dollars in cost savings and process improvements across the supply chain landscape. Proven project management leadership success key to positively impacting organizational performance results in warehousing, transportation, procurement, and inventory management.

Broad-based talent steering 3PL management activities across supply chain and procurement. Offer innovative contract management techniques and supplier relationship management (SRM) competencies, leading to mutually beneficial solutions. Recognized for successfully managing business-critical projects and consistently implementing process improvements.

UNIQUE VALUE

- Supplier Management
- Contract Management
- Supply Chain Functionality
- Turnaround Management
- Change Management
- Continuous Improvement
- Cost Savings
- Six Sigma
- Employee Team Leadership
- Stakeholder Collaboration
- Project Management
- RFP Process Leadership
- Negotiations
- Outsourcing
- Network Analysis
- Lean Manufacturing
- Scheduling

CAREER EXPERIENCE AND CONTRIBUTIONS**ALCOA CORPORATION | Newburgh, IN | 2017 to 2018****Logistics Manager | 2017 to 2018***Direct Reports: 3- (2) Transportation Coordinators (1) Transportation Expeditor**Budget: \$85 million*

Leadership of all operational activities related to North American outbound finished goods transportation to food and beverage customer base within the rolling business unit. Total responsibility for overall transportation cost and service metrics to the business. Improved team morale during a period of great business change. Utilized a Lean thinking mindset with corrective action measures when required.

- ▶ Increased use of rail >15% through Q1 2018. On pace to save > \$ 1 million in 2018. Moreover, reduces flatbed truck capacity need in the tightest truck market since 2008.
- ▶ Developed A3 Transportation document that will steer transportation activity set over the next 24 months and implemented a more finite cost reporting tool allowing for more focused continuous improvement plans.

TOPCO ASSOCIATES LLC | Elk Grove, IL | 2012 to 2017**Senior Manager, Corporate Logistics | 2014 to 2017****Manager Corporate Logistics | 2012 to 2014***Direct Reports: 5- Operations and Network Optimization Manager, Logistics Analysts, Senior Transportation Analysts; Indirect Reports: 50; Budget: \$30 million*

Promoted in just two years to oversee all transportation and warehouse sourcing activities supporting \$1 billion in sales to the Topco organization. Charged with managing 3PL provider relationships using supplier relationship management (SRM) solutions for all warehousing and transportation operations. Leverage Six Sigma and Lean principles to identify cost saving opportunities. Steer strategic supply chain project management initiatives and guide technology integration improvements instrumental in delivering operational enhancements.

- ▶ Offset 30% increase in warehouse contract lease rates by using negotiation expertise, identifying process improvements, and creating project plans that propelled forward warehouse productivity efforts and results.
- ▶ Delivered domestic and import transportation cost savings of \$1+ million annually by administering rigid bid cycles across all modes and regions and collaborating with suppliers to instill a continuous improvement mindset focused on reducing expenses through transportation routing and mode efficiencies.
- ▶ Reduced supplier compliance concerns 25% and eliminated program fees up to \$200K annually by changing the focus and mindset to work collaboratively with suppliers to analyze root cause and action improvements.

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MARS INC. | 1993 to 2012**REGIONAL DISTRIBUTION MANAGER, MARS CHOCOLATE N.A. | BURR RIDGE, IL | 2008 to 2012***Indirect Reports: 206 – General Managers and Warehouse Staff; Budget: \$50 million*

Transitioned into role commanding third-party logistics (3PL) operations for an integrated transportation and warehousing support organization sustaining \$1.2 billion in revenue for confectionary business unit. Tapped with optimizing customer satisfaction, driving continuous process improvements, reducing costs, and enhancing service and quality for the Midwest Mars Chocolate region as well as the Mars Ice Cream business. Managed \$300 million in finished goods inventory, monitored efficient supply chains throughout outbound logistics operations from factories and warehouses, and sourced and acquired best-in-class vendor base to meet forecasted needs.

- ▶ Raised 3PL warehouse vendor productivity at four of five sites and achieved \$500,000 cost savings in year one by redesigning the warehouse productivity vendor incentive program stimulating innovative improvement activities and ideas.
- ▶ Transitioned \$3.2 million (5%+) of the warehousing fixed cost budget to newly formed Flexible Manufacturing team after forming a cross-functional team encompassing Supply Logistics, Flexible Manufacturing, Finance, and Warehousing to accurately categorize and allocate costs to appropriate function.
- ▶ Led implementation of a state-of-the-art Transportation Management Software System (TMS) key to generating an initial cost savings of \$700,000 and an ongoing savings of \$500,000 (5%) of the freight-to-customer cost base. Implemented TMS carrier scorecard tool to improve carrier on time metrics.

REGIONAL DISTRIBUTION MANAGER, MASTERFOODS USA | BURR RIDGE, IL | 2001 to 2008*Indirect Reports: 155 – General Managers and Warehouse Staff; Budget: \$290 million*

Embraced opportunity to direct strong supply chain operations involving five facilities generating \$1 billion in confectionary and ice cream sales. Managed the logistics and finished goods inventory budgets (\$40 million and \$250 million respectively). Implemented key performance indicators for warehouse and transportation measurements and annual vendor competency measurements. Assigned coveted role as lead operations manager for TMS project development and software selection. Created comprehensive vendor selection criteria, test scripts, and coordinated warehouse participation and training.

- ▶ Delivered streamlined work practices while providing additional financial metrics not previously reported by working collaboratively with multidisciplinary team members to develop an improved warehouse cost model; utilized value stream mapping and brainstorming techniques to achieve buy-in across the 3PL warehouse network.
- ▶ Realized routing improvement cost savings of 10%+ at each site in the first 12 months by leading transportation routing efficiency initiative focused on review and selection of a business-critical TMS software package for company-wide implementation.

Earlier Career History**Mars Inc.** – Regional Distribution Manager, Site Commercial Manager, Packaging Buyer**Bristol Myers Squibb** – Packaging and Raw Materials Buyer, Inventory Replenishment Analyst**ADDITIONAL HIGHLIGHTS****EDUCATION**

Master of Business Administration (MBA)
Bachelor of Science in Business Administration
 University of Evansville – Evansville, IN

AFFILIATIONS

Council of Supply Chain Management Professionals (CSCMP)
 Warehousing Education and Research Council (WERC)
 Chicago Deming Association – Green Belt Trained

