



MICHAEL W. WALKER

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Summary

INNOVATION SUPPLY CHAIN TRANSFORMATION

Senior operations executive creating high performing, customer focused, global supply chains

Skills

- Global Sourcing, Strategy & Negotiations
- Supplier Partnering and Development
- Network & Distribution Design & Automation
- Sales & Operations Planning (S&OP)
- Demand Planning & Forecasting
- Customs Compliance / CTPAT / FTZ
- LEAN / Six Sigma
- Organizational Change Leadership
- eCommerce / Multi-Channel
- Strategy / Vision
- Inventory Control and Management
- Enterprise Resource Planning (ERP)
- Process Improvement / Best Practices
- Engaging, hands-on leadership

Experience

Senior Vice President, Logistics & Fulfillment Everything But The House - EBTH, Inc

03/2017 to Current
Cincinnati, OH

- Built an eCommerce supply chain and fulfillment experience for estate and consignment on-line auctions.
- Achieved 40% reduced labor cost per unit in redesigned eCommerce fulfillment while tripling capacity.
- Negotiated \$10 Million annual parcel agreement with UPS, yielding a 24% cost reduction.
- Rebid and negotiated all shipping supply agreements to deliver annual savings of 19%.
- With Shipping P&L responsibility, turned around 25% monthly losses to 20% monthly profit.
- Pioneered a peer to peer shipping network with delivery time reductions, improved flexibility and reduced cost.
- Drove improved shipping times from 16 days average to 2 days.
- Developed and implemented a network of US consolidation centers delivering \$1.5 Million in annual savings.

Senior Vice President, GM, Supply Chain Operations Rocky Brands, Inc

02/2006 to 10/2016
Nelsonville, OH

- Successful \$3.2 Million upgrade of distribution automation to support eCommerce fulfillment; achieved Foreign Trade Zone status for \$500,000 annual duty savings.
- Established and led sourcing transition from China to Vietnam establishing a goal of 20% transition in year 1; exceeded goal achieving over 30%.
- Achieved record manufacturing volume and on time delivery performance in owned manufacturing factory in The Dominican Republic.
- Reduced retail inventory 30% with organization redesign, ABC implementation and improved forecasting and planning.
- Analyzed and developed a product line rationalization process eliminating 1800 underperforming SKUs.
- Redesigned global logistics and distribution network yielding \$950K in annual savings.

Director, Global Sourcing & Supply Management
The Longaberger Company

02/2000 to 08/2005
Newark, OH

- Led transition of 100% domestic supply base to a globally competitive one yielding over \$15 Million in annual savings.
- Created and developed fundamentally sound, self-sustaining teams, integrated organizations cross functionally and customized processes to meet a growing and unique business model.

Global Supply Manager
CK Witco Corporation

05/1989 to 01/2000
Friendly, WV

- Negotiated a 10-year, \$1 Billion raw material agreement yielding annual savings of \$400,000.

Education and Training

Six Sigma Yellow Belt

2018

Management & Strategy Institute

MBA: Business Administration

1994

Marshall University

Institute, WV

Bachelors Degree: Business Logistics

1989

The Pennsylvania State University State College

State College, PA

Activities and Honors

Published in leading journals such as Supply Chain World, Modern Materials Management, Supply Chain Solutions, and have been a speaker at multiple industry and professional conferences.