

Shannan Stover

www.linkedin.com/in/shannan-stover-9870256/

10340 Mackenzie Way, Dublin Ohio 43017 | 614-896-4930 | shannanstover@gmail.com

GLOBAL SUPPLY CHAIN EXECUTIVE who delivers results in some of the most challenging business environments. Proven change leader. Stood up and ran global supply chains on every continent except Antarctica. Implemented ERP systems. Builder of high performing teams who deliver consistently. Recognized as a decisive, solutions-oriented leader. Expert across multiple industries including: Distribution, Manufacturing, Software Development, Retail and Financial Service Operations. Extensive international experience.

Core Competencies | Strengths | Expertise

- ERP Selection & Installation
- Business Transformation
- P&L Improvements
- Business Integration
- Supply Chain Management
- Supplier Management
- Sales Operations Planning (S&OP)
- Business Consulting
- Project Management
- Leveraging Technology
- Logistics / Warehousing
- Procurement / Negotiations

Professional Experience | Accomplishments

AcuSport Corporation

March 2014 to June 2018

AcuSport Corporation was a privately held sporting goods wholesaler supplying approximately 5,000 independent retailers. This company was purchased by another sporting goods wholesaler in June 2018.

VP Operations / Division GM and Head of Technology

Scope of responsibilities

- **Ran supply chain consulting and software division** for selling services and software to sporting goods retailers.
- **Led all systems and operational infrastructure** teams for \$600 million company.

Major Accomplishments

- **Grew Division to Profitability** allowing retailers to outsource nearly all their technical needs to AcuSport.
- **Consulted and Advised Retailers** on how changing technology and changing customer expectations must drive investment and process changes in their stores.
- **Installed Manhattan warehouse management system (WMS)** supporting multiple distribution centers.
- **Implemented many Freight Savings Initiatives** impacting, project, LTL, Flatbed and oversized carriers.
- **Ran Dematic warehouse automation storage and retrieval system** improving distribution center performance.
- **Implemented Technical Ordering Process** reducing stock outs at retailers by having sales trigger product orders.
- **Stabilized Supplier and carrier KPIs** (Key performance Indicators) that drove cost improvements.
- **Stood Up Enterprise Project Management Office (PMO)** that significantly improved business alignment.
- **Established Formal Customer Advisory Board** that allowed industry thought leaders to shape the technical roadmap for AcuSport.

Boart Longyear Corporation

August 2007 to March 2014

Boart Longyear is the world's largest drilling services company and product manufacturer / distributor for exploration drilling. Boart Longyear is a publicly traded company on Australia Stock Exchange and is headquartered in Utah.

VP Global Supply Chain, Head of Technology

Scope of responsibilities

- **Global Supply Chain:** product planning, product purchasing and warehousing for \$2.5 billion enterprise.
- **Oracle ERP implementation and operation** supporting all company functions: Order to Cash, Procure to Pay, HR, Inventory Management.
- **Global Order Entry** for \$600 million products company.

Major Accomplishments

- **Established 3PL partnerships** that lowered logistics costs by \$3 million annually.
- **Aligned Business and Supply Chain Priorities** reducing headcount by more than 40 heads and improving fill rates from low 80% to approaching 90%.
- **Implemented S&OP (demand planning)** to include sales forecasting, inventory & operations alignment reducing inventory while improving fill rates.
- **Centralized Product Purchasing** into one location from six sites globally, standardizing vendor contact points and reducing supply costs by nearly 12%.
- **Established KPIs** for supplier / carriers improving delivery of goods in cost effective way.
- **Negotiated International Freight Lanes with Sea and Air Carriers** reducing shipping cost by \$2 million annually.
- **Built Global Program Management Office (PMO)** aligning projects to business priorities and providing clear project cost details to the other executives for first time.
- **Implemented Oracle ERP for Order Entry and Supply Chain** creating single way of operating supply chain globally which led to site consolidations and nearly \$4 million in reduced costs.
- **SAPICS Author / Speaker:** (2011) Topic was Strategies for Supplier Selection / Partnership in operational business units.

JP Morgan Chase

October 1990 to August 2007

JP Morgan Chase is one of the largest financial services companies in the US and has operations globally.

Vice President PMO and Operations

Scope of responsibilities

- **Leading Operational Transformations.** Areas include: Remittance Processing, Check Operations, Statement Operations, Call Centers, Wire (money transfer) Desks.
- **Leading Banking Integration projects,** some of which were among largest in industry.

Major Accomplishments

- **Built Throughput and Capacity Models for Check Processing** that allowed site consolidation without service disruption due to capacity constraints.
- **Implemented LEAN Processes** to transform call center receiving 160,000 inbound and placing 15,000 outbound calls monthly from nearly shutting down to expanding the business.
- **Defined and Implemented Check Processing's Transportation Processes** optimizing float (multi-million-dollar annual improvement).
- **Centralized Operations** for trust company reducing costs by over \$1M annually and mailing over 50 million statements annually.
- **Consolidated Operational Sites** for remittance processing from 16 sites to 6, by implementing new processes and better tools.
- **Executed Concurrent Multi-Million-Dollar Projects** in check processing and fiduciary operations resulting in significant cost improvements and risk mitigations.
- **Stood up Document Factory** that produced 90 million print pages monthly.
- **Two Business School Cases** about turnarounds I led used at Fisher College of Business.

Education | Professional Development

The Ohio State University – Columbus, Ohio

Bachelor of Business Administration, 1990

Darden Business School, University of Virginia – Charlottesville, Virginia

Leading Strategic Change, 2000

Aventa Business Solutions – Cleveland, Ohio

Six Sigma Black Belt, 2009

SCC – Cleveland, Ohio

Six Sigma LEAN & DFSS, 2009
