

EMAIL

NAME
City, State

24/7 Phone

EXECUTIVE SUMMARY

Experienced logistics and distribution professional with progressive responsibility in the consumer goods, automotive, third party logistics and textile industries. A proven leader with a strong track record of delivering improved and sustainable performance by utilizing sound analytical and problem-solving skills, as well as the ability to build and manage effective work teams. Expertise in the following areas:

- Process/Quality Improvement
- Distribution Center Management
- Logistics Technology
- Strategic Planning
- Domestic/International Transportation
- Logistics Network Design
- Profit & Loss Statements
- Inventory Control
- Forecasting/Budgeting
- Facility Layout & Design

PROFESSIONAL EXPERIENCE

ABC, INC., City, State

July 2008 to May 2013

\$16.5 million regional 3PL services provider primarily servicing the automotive, retail, chemical and paper industries.

Executive Vice President of Operations

Responsible for six facilities totaling over 1.5 million square feet, 250 employees and servicing over 50 clients.

- Increased Net Income by \$1 million from a loss of \$600k in 2008 to a gain of \$323k in 2010.
- Improved efficiencies and quality of service by developing customer specific SOP's & KPI's in each facility resulting in organic sales growth of over \$4 million during 2011 and 2012.
- Led the company in the successful application for National Association of Chemical Distributors, Responsible Distribution certification.
- Executive management representative for ISO 9001:2008 implementation team.
- Developed pricing, labor/equipment plans and physical/systemic operational flows for new accounts.
- Created an Operational Excellence program that focused on people, performance and technology.
- Designed operational strategy based on sales objectives regarding space, equipment, technology and labor.

XYZ INTERNATIONAL, INC., City, State

May 2001 to July 2008

\$150 million designer, merchandiser and distributor of high-end home textiles and ceramics.

Vice President of Logistics & Distribution

2007 to 2008

Responsibilities added included domestic/international transportation and U.S. Customs compliance.

- Continuous Improvement/Lean successes include:
 - Removed ~\$1.5 million in outbound transportation expense in our B2C program.
 - Produced savings of over \$500,000 in inbound transportation expense through improved container utilization and rate negotiations.

Director of Logistics & Distribution

2001 to 2007

Responsibility for all logistics functions in a 327,000 square foot distribution center located in Spartanburg with over 100 employees, as well as the performance of 3PL providers in Laredo, TX and Greenville, SC.

- Continuous Improvement/Lean successes include:
 - Reduced labor expense by \$750,000 and non-compliance charges by \$300,000.
 - Eliminated \$450,000 of inbound transportation expense and 5 days of lead-time from our Mexican suppliers through a network design and optimization project.

- Improved cycle time by 40% in rework department.
- Lowered overall cost per carton by 20%.
- Led the operations team in the implementation of Manhattan Associate's WMS system and Great Plain's ERP system.

DUNLOP SLAZENGER GROUP, AMERICAS, City, State

February 1999 to May 2001

\$200 million manufacturer and distributor of golf and racquet sports equipment.

Director of Distribution,

2000 to 2001

Additional responsibilities included all outbound transportation, as well as, the warehousing and distribution activities performed in the Greenville, SC facility totaling approximately 60,000 square feet, with 1,500 SKUs and 30 employees.

- Negotiated a 6% reduction in transportation expense.
- Reduced warehouse space by 115,000 square feet by consolidating multiple sites into one.
- Developed all throughput and staffing models used in the consolidated facility.
- Completely re-configured the layout of the Greenville facility including, racking, lift equipment, RF equipment, bar coding technology and location schemes to operate the consolidated operation.
- Specified and implemented a new Warehouse Management System in the consolidated Greenville facility.

Manager of Distribution, North America,

1999 to 2000

Direct responsibility for the warehousing and distribution activities performed in the Seneca, SC and Toronto, ON facilities. Facilities total over 150,000 square feet, with approximately 4,000 SKUs and 60 employees.

- Reduced the overall cost per order by approximately 15% through process and layout improvements.
- Developed documented procedures and training programs to improve the workflow and performance of the warehouse associates in all activities in the operation.

ASQ, INC., City, State

August 1997 to January 1999

\$30 million provider of catalog fulfillment services.

Director of Distribution

Responsible for all warehousing and distribution activities for two separate facilities totaling 275,000 square feet, with over 10,000 SKUs and 125 employees. Simultaneously managed the operations of over 20 different business partners.

- Negotiated an 18% reduction in transportation expense.
- Improved productivity by 10% and reduced cost as a percentage of revenue by 1.2%.
- Led project team in the process of obtaining food grade certification allowing us to warehouse and distribute food/perishable items.

WWW, INC., City, State

April 1994 to August 1997

\$500 million supplier of automotive aftermarket parts distributed through Big A auto parts stores.

Distribution Center Manager

Sole responsibility for the operational performance of a 40,000 square foot facility with over 80,000 SKUs and 35 Teamsters union represented employees.

- Increased productivity by 24% in the warehouse and 17% in customer service while improving the overall quality of the operation.
- Increased inventory turns by 5% and order fill by 3% by modifying purchasing logic in the AS400 system.

PCS, City, State

January 1989 to March 1994

\$1 billion plus manufacturer and distributor of consumer video/audio electronic devices.

Operations Manager: Service Parts Warehouse and Distribution Facility,

1991 to 1994

Responsible for the operations of a 150,000 square foot, national distribution center with over 90,000 SKUs and 80 union represented employees.

- Increased productivity by 28% through the development and implementation of engineered standards.
- Managed the successful implementation of a horizontal Carrousel picking system using "pick to light"

technology.

- Led warehouse team in the process of obtaining ISO 9001 certification.
- Trained workforce on the processes and applications of Ford's 8D quality improvement program.

Traffic Administrator: Finished Goods Distribution Facility, 1989 to 1991
Responsibilities included load planning, inventory control, coordination of shipments, preparation of export documentation and order entry.

LIFE INSURANCE COMPANY, City, State **July 1987 to January 1989**
Account Representative
Responsibilities included managing existing client portfolios and selling products to new clients.

EDUCATION

Master of Business Administration **1992**
East Tennessee State University *Johnson City, TN*

Bachelor of Business Administration **1987**
East Tennessee State University *Johnson City, TN*

Certified in Production and Inventory Management **2006**
American Production and Inventory Control Society *Greenville, SC*

OSHA HAZWOPER certified
EPA RCRA certified

Outside interests include golf, woodworking and DIY projects