

Executive Resume

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Leadership Profile

Global operations and supply chain executive highly effective in the management of process design, production, distribution, sales, marketing, and finance functions. Served as a key member of the business development team that drove accelerated growth and maximized EBITDA. Adept at identifying and motivating peak performance leaders which lead to dramatic increases in stakeholder value for multiple organizations. Produced proven results by establishing scalable growth, operating cost reductions, and production efficiency. Achieved record EBITDA for iconic companies including Hertz, Kraft Foods, Overstock.com, Peterbilt, Overhead Doors and ABM Industries. In depth experience in operational leadership, manufacturing, systems, Lean Six Sigma, procurement, and supply chain.

Expertise

Strategy, Private Equity, International Development, Automotive, Tourism & Hospitality, Retail, Food & Beverage, Multi-Location/Channel Strategy, Mergers and Acquisitions, Consumer Packaged Goods Development, Global Sourcing, Logistics, Manufacturing, Organizational Restructuring, System Integration, Operational Optimization, Lean Six Sigma, Multiple ERP Launches

Professional Experience

**KNEE LLC., Naples, FL (Boutique Operations and Supply Chain Organization)
President**

2019-Present

- Created value through leadership and strategic direction on project to project and interim leadership roles for companies that are experiencing operational inefficiencies, sourcing limitations, organizational structure issues, financial challenges, and stagnant growth.
- Developed and implemented operational and distribution process as the interim chief supply chain officer that improved the on-time delivery of products and services by 41%. Renegotiated supplier and customer contracts to establish a master agreement reducing costs by \$20M annually.
- Developed and implemented a long-term plan to turn the operational process around for a \$1.2B consumer goods organization. Increased productivity by 35% in two years.
- Established and implemented the roll out of a new ERP and warehouse management system reducing carrying inventory costs by 28%.
- Developed and implemented a turn-around plan for a \$75M personal health care facility. Within 14 weeks increased productivity by 48% and improved EBITDA by 15%.

ABM Industries, New York, NY (Facilities Management and Services)

Vice President of Global Continuous Improvement, Transformation and Supply Chain 2020-2022

- Developed and implemented a Lean Six Sigma program that drove the organization to achieve both financial and process improvement targets saving over \$22M annually,
- Reorganized the procurement and supply chain organization implementing a strategy that reduced costs by 27% and increased free cash by 12%.

- Developed and implemented a 5-year strategic vision that has already achieved 14.2% revenue growth, 21% EBITDA growth and operational efficiency gains of 22%.
- Designed and executed a new talent acquisition strategic plan that reduced turnover by 47%.

**Hertz Corporation, Estero, FL (American Car Rental Company)
VP of Global Continuous Improvement & Supply Chain**

2017-2019

- Established and implemented the strategic direction for the organization's continuous improvement journey resulting in \$93M in revenue generation and operational efficiency gains.
- Managed the day-to-day responsibility for all continuous improvement and supply chain, both in the US and internationally, inclusive of sales, marketing, legal, finance, rental car planning, logistics planning, sourcing, and operations.
- Optimized the end-to-end supply chain and procurement processes for a \$4.5B annual spend to achieve a 35% reduction in costs over a two year period.
- Developed operational requirements, established sales strategies, and launched multi-national initiatives that increased revenue by 10% and EBITDA by 11%.
- Launched two new products resulting in partnerships with multiple companies to increase the customer experience resulting in JD Power #1 rating.

**Kountable Inc., San Francisco, CA (World Leader in Trade Finance and Distribution)
EVP/COO, Supply Chain, Sales & HR**

2015-2017

- Oversaw Kountable's businesses operations and built a global sourcing organization across the globe working with entrepreneurs and midsize organizations in developing nations.
- Developed and hired the management team to bring lasting improvements in marketing, operations, localized planning, financial disciplines, product procurement and created a brand architecture by category and country.
- Developed relations with key suppliers, government officials, and leaders in East Central Africa, Southeast Asia, South America, and North America.
- Established an operational and sales strategy that took a start up from \$0 to \$75M in revenue in two years while maintaining 96% customer retention.
- Designed and implemented a payroll and benefits strategy that enhanced services while reducing costs by 30%.
- Selected and oversaw implementation of comprehensive company software; established a financial tracking tool to capture YOY cost savings due to a new global sourcing model.

**Sabre Industries, Alvarado, TX (Manufacture of Utility and Cell Phone Towers)
Head of Quality, Supply Chain and Operational Excellence**

2013-2014

- Managed daily quality, supply chain and continuous improvement operations, and drove strategic direction for this customer interaction, operational improvements and sourcing for a PE owned, 9 sites, North America organization.
- Oversaw product development and implementation of utility and cell phone structures ensuring quality standards were met. Resolved quality issues.

**Kraft Food, Newberry, SC (Food and Beverage Manufacture)
Associate Director of Integrated Supply Chain,**

2010-2013

- Lead all supply chain and continuous improvement activities for six sites for a Fortune 100 Company.
- Rolled out Lean Six Sigma Methodologies that saved the organization \$620M in three years.

Prior to 2010, served in numerous organizations with increasing levels of responsibility and accountability including the following:

**Overstock.com, Salt Lake City, UT
Sr. Director of Facilities, Supply Chain & Process Improvement, 2008-2010**

**Alvarez & Marsal, Chicago, IL
Consulting Manager / Director, 2007-2008**

**Collins and Aikman, Southfield, MI
Director of Operations, Quality and CI, 2006-2007**

**Peterbilt, Denton, TX
Quality Assurance Manager / Director Multiple Site, 2005-2006**

**Lear Corporation, Madisonville, KY & Marshall, MI
Plant Manager / Plant Operations Manager, 2002-2005**

Education

Purdue University, West Lafayette, IN MS in Industrial Technology Engineering

Purdue University, West Lafayette, IN BA in History, Minor in Operational Leadership

Continued Education/Professional Development

Postgraduate work: Lean Six Sigma Master Black Belt Certified

Leadership Development Programs

Certified Project Manager

Lead ISO 900 Auditor

CEO Award Kraft Foods

Key-Note Speaker 2018 Minitab Annual Conference