

Established Executive with comprehensive experience in developing end-to-end supply chain strategies, processes, and systems to coincide with changing operational needs and product demands on a global level. Combine technological, analytical, and business skills to identify resource needs, generate multimillion-dollar savings, and drive revenue growth through strengthening capabilities in solutions design, operations, marketing, and strategic alliances.

Career Highlights

- ☑ Increased revenue by 178% in 4 years, improved profit margin from 26% to 38%, reduced costs by more than 20%, and increased net profit of operating divisions by 12-20% through spearheading continuous process improvements across business units.
- ☑ Won numerous awards for increasing customer base, improving quality, and implementing cost saving methods through strategic and innovative thinking.
- ☑ Managed up to 1,500 employees with operating budget of more than \$31M. Established performance and quality metrics.
- ☑ Reduced employee turnover by 30% through hiring and training new staff, pioneering value-added staff models to develop teams, and aligning organizational goals with individual needs.

Areas of Expertise

- Strategic Planning
- Cost Reductions
- Quality Assurance
- Benchmarking
- Strategic Alliances
- Risk Management
- Budget Development
- Consolidations
- Relationship Building
- Process Improvement
- Sales and Marketing

Professional Overview

ABC Corporation, New York, NY

2011-Present

Vice President

Recruited to turn around underperforming operations and declining market share. Drove change management and improvements in strategic execution, leadership development, risk management, and organizational development. Integrated customer service programs, established meaningful metrics, employee tools, and marketing programs which were complemented by acquiring talent, resources, and assets to turn divisions into thriving, profitable business units.

- Grew annual sales from \$23M to \$64M within 4 years, attaining 27% market share through building strong relationships and key partnerships, working closely with staff, and developing targeted marketing strategies.
- Reduced costs by \$9M through renegotiations of 3 alliances, synergizing resources, and utilizing aggressive sourcing strategies.
- Capitalized on existing technologies by introducing new enhanced technologies, studying trends, increasing the efficiency and processing of orders, and turnaround time with improved production methods.
- Expanded market reach by creating strategic business alliances and implemented an international reseller channel for software products.

XYZ Corporation, Pittsburgh, PA

2006-2011

Vice President, Operations

Oversaw product manufacturing activities. Managed \$31M budget. Reviewed financial reports and performance data to measure productivity and goal achievement. Coordinated budget activities to fund operations and maximize investments. Major areas included contract negotiations, financial management, forecasting, and supplier performance. Developed cross functional teams.

- Reduced costs by 20% and improved efficiency and productivity by streamlining business processes, eliminating redundancies, and implementing technology solutions.
- Negotiated agreements from \$5k to \$28M and successfully led over 30 supply chain management initiatives across multiple product lines.
- Promoted from **Director** to **Vice President of Operations** in 2nd year.

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