**EXECUTIVE PROFILE**

* Results-driven Purchasing & Supply Chain professional with 25 year track record of generating significant bottom line contributions & process improvements in project-based, engineer to order & high volume manufacturing environments.
* High-performing and process-driven executive w/ multi-facility responsibility for Materials and Production forecasting, S&OP planning, scheduling, purchasing, logistics, inventory & distribution.
* Experienced manager with focus on total cost of ownership, change management and production optimization.
* Solid knowledge of Lean principles & tools; including value stream management, benchmarking, process development & implementation, kanban & JIT inventory controls.
* Expertise in contract negotiation, organizational & demand planning, cost reduction/ avoidance initiatives, project management, government compliance, commodity strategies & budget management.
* Exceptional communication & leadership skills to manage and coach/ motivate diverse cross-functional work teams.
* Analytical/ technical proficiency with Microsoft Office Suite and ERP/ MRP systems implementation & utilization.

**EDUCATION, CERTIFICATIONS & AFFILIATIONS**

* **B.S. - Management Science, Lock Haven University of Pennsylvania (LHU)**
* **Lifetime Certified Purchasing Manager (CPM) through Institute of Supply Management**

**CAREER SUMMARY**

**Datamax-O’Neil Corporation;** Orlando, FL **2013 - Present**

*Innovator in the design & manufacture of stationary& portable label & receipt printing solutions*

***Director, Materials Management***

* Led sourcing & procurement teams & collaborated with corporate resources in launching company’s outsource manufacturing initiative. Traveled to Mexico as part of due diligence effort and participated in negotiation & award process.
* Managed team that exceeded 2013 initiative of achieving direct material cost reductions of $1M

**Daikin McQuay;** Staunton, VA **2012 - 2013**

*Largest air conditioning, heating, ventilation & Refrigeration Company in the world*

***Director, Supply Chain Management***

* Transformation agent focused on customer satisfaction through operational excellence, improved business processes & cost management.
* Effective record of success leading multiple disciplines in accomplishing corporate objectives.
* Led cross functional team that reduced raw inventories from $39M-$32M rework, reuse, recycle initiatives, thus improving cash flow.

**Hussmann Corporation**; Suwanee, GA **2010 – 2012**

**(A Division of Ingersoll Rand)**

*Systems, services & solutions provider of refrigeration equipment to retail grocery companies*

***Supply Chain &Operations Management*** (2010 - 2012)

* Generated favorable direct labor productivity of $76K for 2011, compared to $232K unfavorable productivity result for prior year period.
* Delivered products at 99% on time to promise & 91% on time to customer request.
* Instituted & co-managed plant wide 5S system. Developed audit process & metrics to support a safe, sustainable plant atmosphere.

**Trane Commercial Systems;** Lexington, KY **2006 – 2010**

**(A Division of Ingersoll Rand)**

*$10B provider of air handling equipment & solutions to commercial entities*

***Supply Chain Manager***

* Responsible for Planning, Procurement, Receiving & Storeroom Operations in the 2nd largest Trane manufacturing plant in North America. 12 direct and 75 indirect reports, including three 1st level managers.
* Established metrics centered on material productivity gains, supplier delivery performance and inventory management.
* Instituted target inventory methodology & rework discipline resulting in cuts for on-hand obsolescence & surplus from $200K to $30k (2006 & 2007).
* Partnered with Engineering team to achieve 6% Material Productivity savings on annual spend of $100M (2006 & 2007).
* Hosted Lean strategies reducing daily parts outages from average of 45 to 9 per day (2007).

**Lexmark International, Inc.;** Lexington, KY **1999 - 2006**

*$4B innovator of printing solutions to home & office environments*

***Worldwide Materials Manager*** (2003 - 2006)

* Full accountability for overhauling materials department consisting of Buyer-Planners, Scheduling, Forecasting & Inventory Control. Cross functional management of 16 employees, and $60M annual purchase spend.
* Developed business processes reversing prior history of material losses, high customer backorder & inventory and low-performing work teams within Lexmark.
* Reduced average daily revenue backorder from $1.5M to $300K in one year.
* Achieved $28.7 M record low worldwide inventory level in 2004, down $5M from 2003.
* Generated $400K profit for 2005 for a reverse manufacturing operation; a turnaround from 2004 loss of $2.2M.

***Supply Chain Analyst, Color Products*** (2001 - 2003)

* Formulated business cases, strategies that fueled new product sourcing decisions & long term strategy Color Supply Chain team. Developed & managed ISO based planning processes for staff of 10 planners.
* Led inaugural SMI development with Asian based Supplier that produced inventory savings of $1M in first year & reduced inventories by an average of 11 days in year 1.
* Co-developed Trade Agreement Act compliance documentation & procedures for Color Laser operations.

***Procurement Program Manager*** (2000 - 2001)

* Led cross-functional teams consisting of Procurement, IT & personnel from business units in launching Lexmark’s initial e-commerce implementation for Indirect Purchasing (Ariba).
* Completed 18 month project on time and within $2.5M budget.
* Delivered cost savings of $4.5M at end of second year.

***Contracting Agent*** (1999 - 2000)

* Managed construction and capital spend of $80M in developing 4 offshore manufacturing facilities.
* Negotiated savings of $6.9M (8.6%).

**Beloit Corporation;** Jacksonville, FL  **1995 - 1999**

*Subsidiary of Harnischfeger Industries, a $1B manufacturer & developer of mining & paper machinery)*

**BMH Wood Technology,** *Wood Yard Division of Beloit Corporation;* Atlanta, GA (1994 - 1995)

***Senior Buyer*** (1995-1999)

***Project Buyer*** (1994-1995)

* Senior Buyer and Project Buyer in respective divisional roles managed capital & electrical equipment, raw materials, engineering & logistical services for multiple international & domestic construction sites.
* Management scope of 50+ suppliers and spend of $2B in assets.
* Travel to Southeast Asia in sourcing capacity in 1997 & led team in negotiation of $40M electrical engineering package (achieved $8M cost reduction).

**Tampella Power Corporation – US Steamservice, Inc.;** Savannah, GA/ Williamsport, PA **1991 - 1994**

*International development & manufacturing firm of both power & pulp & paper equipment*

***Purchasing Manager*** (1992 - 1994)

* Managed staff of 12 materials personnel for $150M paper mill expansion project.
* Commercial lead in establishing site infrastructure; included lease/ purchase of vehicles, warehouses & real estate.
* Developed sourcing strategy & contracts for all construction consumables, rental and capital equipment.

***Project Buyer*** (1991 - 1992)

* Led sourcing strategy and negotiations for steel contracts that achieved 4% cost reduction on $2M annual spend.
* Capital procurement lead buyer on coal fired power plants & recovery boiler development projects throughout continental United States.

**Andritz, Inc.;** Muncy, PA **1988 - 1991**

*Formerly Sprout-Bauer, Inc. a global leader in the manufacturing of pulp & paper machinery*

***Parts Planner*** (1988 - 1989)

***Buyer-Expediter*** (1989 - 1990)

***Buyer-Planner*** (1990 - 1991