

## **PROFESSIONAL PROFILE**

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- 1\* COO for a \$130M+ annual revenue, 15 retail store and online point of sale operation with an accompanying Distribution Center moving over 3000 pieces of furniture and appliances daily.
- 2\* Vice President of Supply Chain Center for North America responsible for \$500 million annual spend, a metal fabrication manufacturing facility and distribution center shipping to construction projects worldwide.
- 3\* Program Manager with full P&L responsibility for a \$110 million annual revenue DoD contract requiring supply chain management, inventory control, and logistics coordination for over 700 military trainer aircraft
- 4\* A 25 year operations, logistics and supply chain leader and professional with education and experience in the military, manufacturing, furniture retail and government contract and program/project management sectors.
- 5\* Turned a project losing money after 3 months into an increasingly profitable program year over year from 3% to 14% EBITDA, while expanding service hours and quality and reducing safety incidents.
- 6\* Vast experience and proven success with strategic planning and all aspects of program and operations management: customer relations, budgeting, balance sheet, capital investment and P&L, union negotiations
- 7\* Selected as company Supply Chain and Logistics SME. Responsible for business development, contract capture management for Del-Jen's Logistics and Construction pursuits and resolving complex issues on contracts.
- 8\* Superb leadership and motivational skills and ability to lead or work as part of a team. Excellent written and verbal communication skills. Highly skilled in formulating and executing business strategy.

## **EXPERIENCE**

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### **Purple Mountain Solutions Inc. 3/10 – Present**

**Owner/CEO:** Owner and operator of a VA certified Service Disabled Veteran Owned small business. We serve the public and private industry in supply chain and logistics services. We have successfully performed on DoD, DoS, and DoI government contracts.

### **Boston Inc. 3/18 – 2/21**

**Chief Operations Officer:** COO for a Statewide furniture and appliance retailer and Ashley Homestores. Leading a team of 280 professionals in the IT, OTR driver, delivery driver, material handling, production/repair/light assembly worker and customer care disciplines. Annual revenue of \$130 million plus. P&L responsibility for all company revenue, cost cutting initiatives and operational aspects from point of sale to delivery, follow on service, customer care and warranty claims. Also responsible for facility maintenance, service contract negotiation and internal communication and teamwork initiatives.

- Transformed the operations department and restructured the organization to address the needs of a growing company reducing waste and headcount by over \$200k in annual salaries despite adding 2 stores to the portfolio of retail locations and increasing revenue by \$12 million annually.
- Created a cross-functional team to improve the delivery operation. Resulted in a new customer focused delivery process that reduced operating costs by 5% and increased first attempt delivery success rate by 10%.
- Created a cross-functional team to address a customer care operation deficiency. The result was an increase in calls answered percentage by 30%, and a time to resolve customer issue reduction by 8 days(50%)
- Established new processes to more accurately control inventory resulting in a teamwork centric system where all employees are responsible for inventory accountability and a industry benchmark 99.8% inventory accuracy.

### **Vanderlande Industries – 8/15 – 10/17**

**Vice President, Supply Chain and Procurement:** Vice President of Supply Chain for North American Supply Chain Center. Led a team of 63 Supply Chain Professionals Responsible for all Category Management, Strategic Sourcing, Supply chain operations management purchasing and the Vanderlande Manufacturing and Distribution

Center. Vanderlande Industries Manufacturing North America facility specialized in steel and metal fabrication, welding, coating and assembly. Member of the Executive team for North America providing leadership and vision for the Vanderlande North American business and customer center.

- Completely transformed a supply chain team that grew from \$100 million spend in FY2015 to over \$500 million spend in FY2017 focusing on increasing process efficiency and only increasing manpower 15%.
- Led the team that was awarded the APICS Atlanta Chapter Supply Chain Company of the Year for 2016
- Developed the business case and was accountable for executing the plan to combine separate manufacturing and distribution center facilities into one, state of the art facility with upgraded manufacturing equipment and a LSS process flow which resulted in a 25% reduction in COGS of proprietary equipment.
- Responsible for formulating the strategy, management and execution of the Supply Chain Plan for the North America region. Manages \$500 million annual spend, raw material, finished goods and spare parts inventory.
- Accountable for the end to end Supply Chain including sourcing, procurement, supplier performance management, inventory control, logistics, transportation, and internal/external manufacturing.

#### **Dyncorp International, LLC – 8/13 – 8/15**

**Senior Program Manager, T-6A/B Contractor Operated and Maintained Base Supply (COMBS):** Program Manager with full customer relationship management and P&L responsibility of a \$110 million annual revenue DoD Contract. Lead a team of 117 Supply chain, finance and warehouse professionals performing end to end supply chain, accounting, financial forecasting and logistics management for over 700 Air Force and Navy T-6 trainer aircraft spread across 10 locations across the US. Contract tasks also include: ground support equipment maintenance, and government furnished property accountability and control

- Reduced fleetwide NMCS from 20% to 3% at each site in less than 6 months while maintaining cost requirements and avoiding liquidated damages for non-performance.
- Negotiated with various OEMs of proprietary parts to reduce repair cycle time and institute a firm fixed price repair cost resulting in expedited processing of repairs, consistent cost and decreased aircraft downtime.
- Worked with our Business Technology COE to develop numerous tools to assess our financial and operational performance, provide a detailed operations and financial forecast and identify inefficiencies.
- Created Integrated Process team with customer, supplier and key tier 2 suppliers to resolve critical issues with landing gear and electronic instrument displays; provided full understanding and complexity of issue to all stakeholders and resulted in cradle to grave analysis and resolution of supply chain issues.
- Created a centralized distribution concept combined with a lean, just in time pull system reducing capital investment in parts inventory by over \$7 million dollars and reducing labor costs by over \$600k per year.

#### **Dyncorp International, LLC – 10/12 – 8/13**

**Supply Chain Director, Department of Defense and NASA programs:** Subject matter expert on all aspects of logistics and supply chain for DynAviation Division that supports all DoD and NASA contracts totaling over \$1.3 billion dollars. Worked with business development to expand business opportunities, provide expertise and guidance to all programs in sourcing, acquisition, logistics, talent acquisition and personnel development. Lead negotiator in multi-million dollar acquisitions and business partnerships.

- Took a highly volatile situation and forged an agreement with Beechcraft Defense Company, the outgoing contractor and OEM of the T-6. Developed supply chain strategy on sourcing (FAR compliant) managing both proprietary and general commercial parts to maximize aircraft availability.
- Negotiated a bulk purchase of aircraft parts and supplies from a competitor obtaining parts with a total value of \$3.2 million at a 50% reduction (\$1.6 million) resulting in increased fleet availability by 53 aircraft.

#### **Del-Jen Inc., A Division of Fluor Corporation – 03/08 – 10/12**

**Program Manager, Multi-Wing Logistics Support Contract:** Manage a 5 year logistics contract worth \$20+ million per year at 7 Air Force Bases in Air Force Space Command. Lead 120 Supply chain, transportation and fuels professionals in 4 different labor unions. Accountable for all day to day operations, budget, P&L, and OSHA compliance. Negotiate with the government when changes to the contract are requested and negotiate with unions on collective bargaining agreements.

- Turned a project losing money after 3 months into a 3% margin the first year, 6% the second, 12% the third and 18% the fourth year expanding customer service hours, reducing safety incidents and increasing service quality.
- Established a monthly safety leader and outstanding performer program to reward employees who exhibit

- exceptional performance in their day to day duties and their efforts to increase workplace safety.
- Reduced overtime by 50% resulting in cost savings, increased morale and a safer work environment.
- Selected as company Logistics SME in 2010. Additional duties include: business development, contract capture management for Fluor for Logistics and Construction contracts, solve issues on other contracts.

**Woods Equipment Company – Central Fabricators Division 04/05 – 03/08**

**Materials Manager:** Led a group of 18 professionals in the purchasing, supply chain, production scheduling, final assembly, shipping, receiving, and inventory control functions of all materials and equipment for our line of custom manufactured attachments for excavators and backhoes.

**Harley-Davidson Motor Company – Tomahawk Division 03/02 – 04/05**

**Senior Supply Chain Analyst:** Manage the planning, purchasing, supply chain and inventory level of plastic resin raw material and parts for original equipment manufacturing (OEM) touring line of motorcycles and sidecar production.

**US Air Force Supply, Maintenance and Logistics Officer 1995-2002 (21S, 21A and 21L).**

**EDUCATION**

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**United States Air Force Academy** Colorado Springs, CO  
*Bachelor of Science in Political Science*

**Troy State University** Fort Walton Beach, FL  
*Master of Public Administration (MPA)*

**CERTIFICATIONS**

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**CSCTA – ExecQtion**  
 Certified Supply Chain Transformation Architect

**PMI – Project Management Institute**  
 Certified Project Management Professional (PMP)

**APICS – The Association for Operations Management**  
 APICS Certified in Supply Chain Operations Reference Model (SCOR-P)  
 APICS Certified in Production and Inventory Management (CPIM)  
 APICS Certified Supply Chain Professional (CSCP)

**Certified Lean Six Sigma Green Belt (LSSGB)**

**RELATED SKILLS**

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- Microsoft Office 365 plus other applications like Teams, Azure, Power BI
- Enterprise Resource Planning Systems: JD Edwards Enterprise One and SAP
- MRP Systems: AS/400, HFA

**PROFESSIONAL ACTIVITIES AND ACCOMPLISHMENTS**

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- Executive Advisory Board – APICS Atlanta Chapter – 2017 – 2018
- VP Marketing – APICS Atlanta Chapter Executive Board – 2016 - 2018
- Member - Air Force Logistics Officer Association (LOA) – 2011 - Present
- Member – NE Wisconsin PMI Chapter – 2018 – Present

- Member - Colorado Technical University Logistics and Supply Chain Management Curriculum Advisory Board – 2009 - 2012