**GLOBAL SOURCING & SUPPLY CHAIN EXECUTIVE (Open to Relocation)**

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Strategic Global Supply Chain, Sourcing, Procurement & Operations Executive with more than 22 years of experience using exceptional communication and leadership skills to coach, manage and motivate diverse professionals in challenging environments. Focus on the implementation of effective negotiation practices for EBITDA impact. Development of strategic global supplier partnerships creating world-class supply chain teams. Experienced in global manufacturing including medical, 3PL, logistics and apparel industries with a demonstrated focus on TCO/Quality & Six Sigma program management. (Six-Sigma Green Belt)

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| * End to End Supply Chain
* World Class Sourcing
* Leading Cross-Functional Teams
* Financial Planning & Management
 | * Global Negotiations with Suppliers
* WORKDAY ERP Exec Project Sponsor
* Implemented NO PO NO PAY Policy
* Demand planning for surgery

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**Dayton Children’s Hospital, (Dec 2017- Present)**

**Corporate Director of Sourcing and Supply Chain,**

Responsibility for restructuring, developing, implementing, and administering a strategic supply chain system that operates efficiently and effectively to meet the needs of Dayton Children's.

Oversees all aspects of the hospital supply chain from GPO/local contracts to off-site supplies.

* Restructured the SC department and grew the team by over 55% of staff members.
* Owner of purchasing (7 buyers 1 Director), contracts (2 staff members), warehouse (29 staff members and 1 manager), logistics, and mail room (5 staff).
* Created an environment that supports and empowers the workforce in assigned areas of responsibility by training and mentoring departmental staff.
* Strategic Planning: Analyzes relevant historical data, current trends, and forecasted healthcare trends to develop a departmental strategic plan, which supports the organization's mission and vision.
* Launched and executed Workday ERP/SCM and contract portal for all of Dayton Children’s material requests
* Created a portal in Workday to manage distributors’ stocking levels during the pandemic.
* Developed a demand planning program with Workday and a third party for the healthcare market.
* Increased warehouse footprint from 8,000 sf to 35,000 sf and created strategic stocking areas from bulk, pandemic, disaster relief for mobile stoking status, and emergency picking.
* Executed a strategic supply chain council for contract review of future capital purchases over 400K with senior leaders sitting on the approval board.

 **Totes Isotoner (2015-May 2017)**

**Corporate Director Sourcing, Supply Chain & Indirect Sourcing,**

System-wide direction for world-class sourcing (Direct, Indirect & Logistics). Implementing a corporate strategy to dramatically improve the supply base to world-class delivery. Challenged to build new market presence while expanding existing supply base through counter sourcing markets. Formulated, designed, and developed long-range cost reduction plans in all categories. Directed and consolidated staff improving corporate communications and business initiatives.

* Spearheaded cross-functional initiative to achieve $2M in bottom-line savings.
* Actively managed $400M in global material and spend $100M in Indirect Spend
* Challenged to build new market presence while expanding existing supply base
* Implemented/Owned New Travel, P-card, and Indirect Sourcing Guideline for NO PO- NO Pay Policy
* Partnered with Product Development/Innovation for complete product life span (TCO).
* Domestic and International direct reports including procurement directors, commodity managers, Sr. Buyers, Purchasing assistants, Sourcing Admin
* Implemented new global savings tracking program tracking 4M in annual savings
* Partnered with the Customer Service department to resolve material, QC, and delays to customer orders
* Reduced the supplier base from 140 to 70 in 12 months resulting in $1M in savings
* Lead 5 Project Managers and 2 CPMs for $4M savings in the rain category (Asia & USA) Long-term plan
* Directing foreign offices (Hong Kong and Manila)
* Created complete Supply Chain activities to low-cost countries in Cambodia/Vietnam (30% savings)
* Drove Supplier Optimization Program which resulted in a 40% improvement to baseline
* Partnered successfully with Logistics, Customer Service, and QC to produce an end-to-end Value

**Hill-Rom Holdings, Medical Device Company Inc.** **(Mar 2014 - Aug 2015)**

**Director of Direct Global Sourcing & New Product Development**

Completely responsible for the worldwide sourcing and procurement of all medical parts that are used in Hill-Rom’s finished medical patient platforms in Batesville. Partnered with the Planning team for weekly shipments and allocations of finished goods.

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* Leader of 13 direct reports that cover 11 commodities (Injection Molding, Fabric, Foam, Electrical, and Electromechanical)
* Responsible for $300M in total material spend (components, electronics, cables, electromechanical, metals, plastics, whole room design, as well as service parts)
* Partnered with SQE directives and ALS compliance
* Exceeded total savings of $11.3M in three years compared to the goal of $6M (Indirect Sourcing and Direct Sourcing
* Created a mentoring program for the procurement team on strategies and negotiation

**Sr. Manager Global Indirect Sourcing (R&D, HR, Consulting & Environ**) **(Nov 2013 - Mar 2014)**

* Developed Master Service Agreements for all TIER I Suppliers to reduce the overall cost
* Project lead to Aspen Medical HVAC retrofits for manufacturing site (Puerto Rico)
* Mentored and supervised direct reports

**Global Indirect Sourcing Leader (R&D, HR, Real Estate & Environ.) (Feb 2012 – Nov 2013)**

Re-established trust and communication with non-commodity end users. Developed cost savings measures with them cross-functionally.

* Launched Global Utility Consolidation program for 195 manufacturing and service locations for carbon footprint and transparency in reporting at a savings of $600K
* Developed master service agreements for all top spend suppliers and worked to reduce the overall cost

**Amware Logistics, Inc. (Aug 2007 to Jan 2012)**

**Purchasing Director**

* 24 national and international manufacturing, warehousing, and logistics sites
* Developed 5 staff members for Purchasing department
* Successfully negotiated and maintained vendor contracts including the following areas: telecommunications, freight logistics, more

**R and H Mechanical**

**Purchasing Director (2005-2007)**

* Successfully managed all sides of purchasing and supply activities
* Demonstrated outstanding customer service with end-users to assure supply
* Consolidated regional purchasing to centralized for 22 locations

**Vail Resorts, Inc (2003-2005)**

**Senior Buyer**

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Master of Fine Arts, Kent State University, Kent, OH,

Bachelor of Arts, Bowling Green State University, Bowling Green, OH,