

SAM SMITH

Address: Ontario, CA

Email: smithssam@aol.com

Contact Number: 333-000-2222

Senior Executive

- **Supply Chain & Vice President of Operations**
- **Director of Supply Chain**
- **Global Supply Chain Manager**
- **Materials Manager**

Highly motivated operations and supply chain executive with extensive global experience. Results-oriented professional with strategic planning and efficiency creation background in the electronics and food industry. Innovative leader and motivator possessing solid morals and business ethics. Excellent track record of consistently meeting and exceeding company goals and objectives.

Career Highlights

- **Inventory and S&OP front-runner for the organization.**
- **Analysis of Supply Chain KPI and operating plans and standards.**
- **Implemented GMP's at top 20 suppliers to achieve process improvements and eliminate costs.**
- **Completed P&L responsibility for all global operations.**
- **Reduced Inventory in North America by \$3.2MM in 2011 by implementing new stock strategy resulting in improved inventory turns and improved net working capital results.**

Work Experience

ABC COMPANY

March 2015 - Present

Supply Chain & Vice President of Operations

- Concludes P&L responsibility for all global Supply Chain Operations.
- Leads the development, communication and implementation of effective growth strategies and processes.
- Global Sourcing, Purchasing, Inventory and S&OP champion for the organization.
- Consistently reviews performance against supply chain KPI and operating plans and standards.
- Provides the CEO with timely, complete reports on the operating efficiency of the organization. Provides reports to subordinates on results and changes in direction based on business performance.
- Provides day-to-day leadership and management that reflects the mission and core values of the firm.
- Collaborates with the executive and management team to develop and implement the necessary plans and processes to successfully meet the objectives of the organization. Uses a participative management style to advocate a team concept and foster positive working relationships.

XYZ Organization

June 2013 - March 2015

Supply Chain Director

- Directed and led domestic and international operations, sourcing, purchasing, compliance, planning and logistic department strategies to support corporate business objectives, providing the company with competitive advantage in the acquisition and provision of materials, supplies and services.
- Provided an immediate impact to COGS by eliminating outside contract services and moving operations internally.
- Represented the company as its senior operations and supply chain management representative in promoting and maintaining positive relationships with governments, customers, suppliers, subcontractors and business communities.
- Implemented GMP's at top 20 suppliers to achieve process improvements and eliminate costs.
- Created and built global S&OP plan to align customer demand with inventory targets.
- Completed P&L responsibility for all global operations.

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DEF CORPORATION

May 2008 - November 2012

Global Supply Chain Manager

- Managed global operations footprint for manufacturing efficiency and best practices models.
- Managed and led global supply and improve profits. Driving continuous process improvements and implementing lean manufacturing (best practices) to optimize supply chain. Developed and maintained global S&OP process with Sales & Marketing leaders. Leveraging SAP (ERP) to improve MRP results.
- Led and directed global logistics team and global 3PL warehousing strategy. ITAR, CTPAT and TOSCA compliance officer.
- Sourced and Negotiated strategic global purchasing contracts and agreements for raw materials in electronic assembly industry.
- Managed cross-functional teams for product development, product launch and cost-savings initiatives. Realized an average cost savings of \$4MM per year in direct materials costs through sourcing strategies.
- Implemented and manage global supplier performance and evaluation strategy in 2011. Reduced supplier base by 32%.
- Reduced Inventory in North America by \$3.2MM in 2011 by implementing new stock strategy resulting in improved inventory turns and improved net working capital results.
- Reduced global supply risk and exposure by creating a strategic partnership with critical suppliers to stabilize raw material prices and extended supplier payment terms.

INC CORPORATION

June 2004 – May 2008

Materials Manager

- Managed and led Purchasing, Production Planning, Warehouse and Distribution departments.
- Effectively managed teams to meet or exceed desired KPI targets while promoting safety as top priority.
- Extensive knowledge of ERP system (SAP), production planning, forecasting S&OP process, department budgeting and employee development.
- Managed the entire operations and supply chain functions, from incoming materials to finished goods delivered to customer.
- Extensive knowledge of ERP system (SAP), production planning, forecasting S&OP process, department budgeting and employee development.
- Led and/or participated in cross-functional teams to achieve continuous improvement and completed special projects as assigned by senior management.

123 DIVISION

September 1999 – June 2004

Senior Buyer

- Issued and approved all purchase orders for raw material ingredients (flour, yeast, sugars) for Southern California Operations to ensure manufacturing efficiency and continuous supply. Follow and maintain all AIB and GMP requirements.
- Was responsible for direct product categories for baked goods ingredients, in line with the global sourcing strategy for raw materials.
- Determined the short & mid-term raw material sourcing demands of the Montebello, CA and Beaverton, OR manufacturing sites, for the categories within this responsibility.
- Developed negotiation strategies, negotiates with suppliers, negotiates supplier contracts and reviews existing supplier contracts.
- Maintained supplier relationships, monitors existing supplier base and supplier performance.
- Formulated and executed cost savings and value engineering programs. Ensures correct pricing is maintained in SAP, also creating Cost Impact documents as required.

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123 GROUP OF COMPANIES

January 1997 – September 1999

Corporate Buyer

- Purchased and repaired Capital equipment for 34 branch locations in the United States.
- Negotiated and Issued National Purchase agreements.
- Coordinated new product development with Corporate Marketing Teams, Vice President of Engineering and key suppliers.
- Generated Request for Quotes and source new suppliers for new product specifications.
- Executed new purchasing strategies in market areas as required. Supervise and monitor daily duties of Jr. Buyer.
- Performed purchasing branch audit and expenditure reviews.

Education & Credentials

Executive Master of Business Administration, Pepperdine University, Malibu

Bachelor of Science in Business Management, California State University, Long Beach

Bachelor of Science in Business Operations Management, California State University, Long Beach