

# MICHAEL BROWN

555 Main Street  
New York, NY 10001

W: (555) 100-1111 H: (555) 100-2222 C: (555) 100-3333

[mbrown@brown.com](mailto:mbrown@brown.com)

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## CAREER SUMMARY

*Senior Supply Chain Executive with a successful track record of delivering significant bottom line results, with hands on supply chain management, manufacturing, and logistics experience in a multi-national environment. Certified Supply Chain Professional (APICS) and Six Sigma Black Belt.*

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## AREAS OF EXPERTISE

*International Business Operations*

*Strategic Planning*

*Materials Management*

*Lean Manufacturing*

*Transportation/Logistics*

*Strategic Sourcing*

*P&L Management*

*Negotiation*

*Supply Chain Management*

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## PROFESSIONAL EXPERIENCE

### **ABC CONSUMER PRODUCTS – NEW YORK, NY**

VICE PRESIDENT, GLOBAL SUPPLY CHAIN

2010 - Present

Directly reporting to the CEO. Member of the executive management team. In charge of warehouse/distribution, logistics, and import/export functions globally. Responsible for the delivery of over \$10B in sales, managing a global staff of over three hundred and a \$250M operating budget. Achievements include:

- Improved net profit by 2 % points, saving over \$5M annually and reducing Supply Chain cost from 7.5% to 6% of revenue, through distribution network re-design and outsourcing of warehousing.
- Reduced inventory by \$6M through consolidation of six distribution centers into three, saving \$3M annually.
- Reduced transportation costs by \$5M.
- Negotiated new agreements with primary contract manufacturers and secured \$1.5M in annual savings.

### **XYZ Home Products – Parsippany, NJ**

VICE PRESIDENT, MANUFACTURING OPERATIONS – CHINA

2006 - 2010

Reporting to the SVP of International Operations. In charge of the manufacturing and supply chain function in China. Managed two manufacturing sites with staff of one hundred and \$150M operating budget. Manufactured sales of over \$5B worth of products. Implemented LEAN initiatives to deliver operational results. Achievements include:

- Achieved \$11M in savings by transitioning a \$50M domestic manufacturing facility to China.
- Delivered \$5M in savings by developing new China suppliers.
- Saved additional \$2M by negotiating corporate contracts.
- Reduced inventory by \$7M through implementing enhanced supply chain visibility tools and product life-cycle management.

**RST Company – Philadelphia, PA**

1990 - 2006

DIRECTOR NORTH AMERICA DISTRIBUTION & LOGISTICS

2003 - 2006

Reported to the VP of Operations. Directed the distribution and logistics function for the U.S. and Caribbean regions. Managed three distribution centers with a staff of two hundred personnel and a \$100M operating budget. Directly supported the sales of over \$4B worth of products. In addition, responsible for the sourcing of over \$70M of transportation service providers. Achievements include:

- Saved \$6M annually on domestic transportation.
- Reduced annual expenses by 16% and headcount by 22%, saving over \$1.5M.
- Reduced inventory by \$5M.

SR. MANAGER, SUPPLY CHAIN

2001- 2003

Reporting to the VP of Supply Chain. Led a team of 5. Provided leadership and direction for demand & inventory planning, sourcing & purchasing, customer care, technical support, distribution and transportation.

- Reduced inventory from 74 to 58 days on hand and increasing service from 93% to 96%.
- Improved forecast accuracy by 30% through the implementation of a new collaborative S&OP process.

PLANNING MANAGER

1997 – 2000

MATERIAL PLANNING COORDINATOR

1993 - 1996

INDUSTRIAL ENGINEER

1990 - 1992

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**EDUCATION AND CERTIFICATIONS**

**University of Pennsylvania, Wharton School of Business and College of Engineering**

*Master of Business Administration, May 1993*

*Bachelor of Science - Industrial Engineering, May 1985*

*Six Sigma Black Belt Certified, 2007*

*APICS Certified Supply Chain Professional – CSCP, 2005*