

# PETE SMITH

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## SUMMARY OF QUALIFICATIONS

- Facility Management
- Logistics Planning
- Inventory Control
- Carrier Negotiations
- Systems Development
- Strategic Planning
- Network Optimization
- Team Building & Leadership
- Import & Export

## PROFESSIONAL EXPERIENCE

### COMPANY ABC

White Plains, NY

#### ***Director of Transportation & Distribution***

***2009 – Present***

Reporting to the VP of Operations, lead 75 employees and a private fleet of 20 tractors / 150 trailers, along with multiple carriers. Responsible for all transportation needs for the North and Southeast regions, conforming to DOT and OSHA compliance. Accountable for freight spend of \$50M.

- Consolidated 2 distribution centers and optimized network, saving \$2M in 2009.
- Improved delivery performance to 97% in the first year.
- Reduced headcount by 15% and maintenance expenses by 20% in the first six months.
- Renegotiated carrier contracts resulting in a \$4M savings.
- Improved fleet maintenance, safety, and damage prevention functions decreasing workers' compensation costs by 20%, road accidents by 18%, and vehicle handling expenses by \$2M.

### COMPANY XYZ

Tarrytown, NY

#### ***Sr. Transportation Manager***

***2007 – 2009***

Reported to the Director of Supply Chain, coordinated the transportation of goods in the Northeast. Managed a private fleet of 25 tractors, 110 trailers, and 35 drivers, shipping a total of 100 loads/ week. Total order fulfillment and inventory control in heavy pick, pack small carrier, LTL and TL delivery environment.

- Accountable for \$15M in carrier spend and \$20M in private fleet expenses.
- Developed a five year equipment replacement plan with an annual budget of \$10M.
- Reduced fleet size by 15%, decreasing annual carrying costs by \$5M.
- Improved customer product delivery time by 20%.

### COMPANY RST

Rye, NY

#### ***Warehouse & Distribution Manager***

***2003 – 2007***

Assistant to the VP of Logistics, managed a 77,000 SF warehouse with 4,500 product SKU's, handled the movement of 300,000 lbs. of product per day, coordinated and negotiated transportation of product

using private fleet and outside carriers. Managed inventory control, purchase order receiving, outbound order fulfillment and material distribution. Led implementation of new Warehouse Management System.

- Increased inventory accuracy to 98%.
- Identified cost savings by moving transportation to an in-house department resulting in a \$105K savings.
- Identified and eliminated stagnant and slow moving products freeing up valuable warehouse space.
- Analyzed and redesigned warehouse to increase pallet storage capacity that saved \$247K annually on outside storage.

### ***Warehouse Replenishment Manager***

***2000 – 2003***

Reported to the Director of Supply Chain, managed product allocation and replenishment for 550 stores nationwide.

- Improved warehouse inventory accuracy from 81% to 98%
- Freed up over 10% warehouse space, delivering \$45M storage savings.
- Increased Case Fill Rate (CFR) from 52% to 95% in 5 months.

### ***Shipping Lead***

***1998 – 2000***

Reported to the Warehouse & Distribution Manager. Managed import and export operations for the USA wholesale and retail businesses, developed and maintained partnerships with carriers, identified areas for improvement and initiated change.

- Negotiated freight rates and service agreements, savings of \$5M.
- Improved customer product delivery time by 15%.

## **EDUCATION AND PROFESSIONAL TRAINING**

B.S., Business Logistics, Penn State, University Park, PA – 1997

U.S. Army, Non-Commissioned Officers' Academy

## **SYSTEM EXPERIENCE**

SAP, i2 Logistics, Inventory / Warehouse Management (A-B I applications) - Wholesaler Inventory Management Information System (WICM), Shipment Management (SSM), Warehouse Management System (WMS) and Shipment Management Transportation (SMT)