

BRIAN BROWN

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CHIEF OPERATING OFFICER

MULTIYEAR, STRATEGIC BUSINESS PLANNING | TRANSFORMATIONAL PROJECTS | CONTINUOUS IMPROVEMENT

Built Global Multimillion-Dollar B2B Business ▶ Leveraged Customer Obsession Mindset to Curate High ROI Products ▶ Forged Relationships with Key Decision Makers at Every Organizational Level in 20+ Countries ▶ Partnered with Amazon Promoting 500K+ SKUs ▶ Six Sigma Black Belt ▶ Won Partnership with Big Box Retailers

Highly strategic and commercially astute *global operations leader* with repeated success catalyzing sustainable business transformations, revenue growth, and profitability. Navigated multiple warehousing sites in 5+ countries toward world-class standards by cultivating a culture of continuous improvement, refining processes, boosting capabilities, and adopting emerging technologies. Sterling industry reputation of designing and implementing supply chain excellence roadmaps and negotiating favorable contract terms with executives across the globe. Bilingual English and German with extensive multicultural exposure gained from work assignments in Switzerland, Germany, Asia, and United Kingdom.

Honored as Rotarian of the Year [2018] — Serve as Board of Directors Member of ABC Rotary

CORE COMPETENCIES

PRODUCTIVITY & EFFICIENCY GAINS • SUPPLY CHAIN EFFICIENCIES • STREAMLINED LOGISTICS, INVENTORY, & WAREHOUSING OPERATIONS

Strategic Initiatives & Projects • Logistics, Warehousing, Transportation Supply Chain Management Strategies • Revenue and Profit Maximization Presentations & Communications • P&L Management / Budgeting • Value Stream Transformation • Organizational Change Management • Executive Leadership • Operations Structure • Cost Containment & Forecasting • A/B Testing • SAP • SQL

LEADERSHIP BENCHMARK PERFORMANCES & HIGHLIGHTS

ABC LLC, New York, NY

2013 – Present

Chief Operating Officer

Paved the way for aggressive revenue growth and scaled startup e-commerce business to global enterprise with facilities in 5+ countries and 40+ team members. Optimize performance and maximize profitability by devising and ensuring flawless execution of short- and long-term business strategies. Partner with global vendors and cultivate strong working relationships with executive leadership worldwide to improve supply chain efficiency and drive cost savings through negotiations and strategic partnerships. Skillfully manage multimillion-dollar P&L responsibility and continuously evolve product selection within massive product portfolio to meet changing consumer demands and needs.

- **CONCEPT-TO-EXECUTION LEADER OF ORGANIZATIONAL STRATEGY** – Delivered insightful, long-term business plans while continually improving the organization's cost structures, capabilities, and resources. Strategized prices, spaces, capacities, and technologies while developing the complete supply chain footprint.
- **PROCESS REFINEMENT & OPTIMIZATION** – Improved on-time delivery, established standardization and quality control policies for suppliers, reduced delivery timeframe (~80%), and doubled inventory turns to 4.2 via 3PL utilization.
- **PROJECT MANAGEMENT & NEGOTIATION** – Orchestrated incredibly complex transition of thousands of warehouse items to new facility. Removed obstacles to success by addressing complex legal dispute in partnership with legal team, successfully transitioning to new cost-effective facility.
- **BUSINESS MODELING & BEST PRACTICES** – Improved scorecard and metrics to track and measure performance across all departments. Scrutinized processes and eradicated inefficiencies across multiple departments. Developed and refined direct-to-consumer (DTC) digital marketing approach, product selection, partnership development strategy in multiple verticals, and channel/distribution partner logistics.
- **DIVERSITY OF THOUGHT & COMMUNICATION CHAMPION** – Ensured high goal attainment by empowering leadership team with autonomy while setting clear goals. Fostered collaboration and transparency within company and partnership relations. Encouraged active listening and diverse perspectives, focusing on shared success and open mindedness.

ABC INC., New York, NY

2010 – 2013

Senior Vice President, B2B Supply Chain

Earned progressive responsibilities and promotion based upon stellar performance in previous role as Senior Vendor Manager of ABC line – assigned to lead \$100M profit center. Devised multiyear negotiation strategy focused on restructuring contracts across 500+ suppliers to reduce costs and improve supply chain efficiencies. Adapted quickly to rapidly changing environment and coordinated inventory planning (space, transportation, pricing) for 1M+ articles. Provided deep business insights and contributed to business success with data-driven business decisions.

- **KPI TRACKING & PERFORMANCE ENHANCEMENT** – Evangelized excitement around work and boosted performance by improving KPI scorecard for 150-person team. Celebrated shared and individual successes to improve morale and create collaborative working environment.
- **REVENUE IMPROVEMENTS & PRICING STRATEGY** – Increased sales to 69% while maintaining consistent profit margins and reduced lead time by ~8 days after introducing direct shipping and expanding supplier product range. Succeeded in signing strategic luxury brands that predecessor was unable to launch.

PROFESSIONAL AFFILIATIONS

Member, Board of Directors, Textile Production | ABC International Ltd., New York, NY 1999 - Present
Steer long-term business strategy and provide financial analysis and forecasting for textile production. Define management salary and goals. Advisor for 4 projects.

EARLY CAREER

Sr. Manager – European Indirect Sourcing | ABC COMPANIES | New York, NY 2009 - 2010

- ⇒ *Defined and executed global and regional sourcing strategies. Took over and spearheaded implementation of new function for company with 160 million GBP.*

Manager, North America – Indirect Sourcing | ABC CORP. | New York, NY 2008 - 2009

- ⇒ *Eliminated silos and achieved cohesion and cooperative relationship between management, IT, and marketing teams to deliver \$4M+ in annualized cost savings – a company first. Realized \$2.1M in savings through outsourcing and cut material costs 20%.*

Controller – Indirect Spend | ABC LTD. | Paris, France 2006 - 2008

- ⇒ *Served as assistant to CFO and saved \$5.6M after assuming control of \$300M spend. Realized 70% decrease in costs and reduced lead times after transitioning to low-cost country sourcing.*

Project Manager, Supply Chain | ABC | Berlin, Germany 2006

- ⇒ *Reduced liabilities by \$6.5M after organizing partial shipments for company's largest recall project and resolving supplier/company issues.*

EDUCATION & CERTIFICATIONS

Masters of Business Administration (MBA) Concentration: Marketing and Entrepreneurship
College University, Graduate School of Management

Master of Business and Electrical Engineering (MBE), Concentration: Microelectronics and Finance
University of College, Berlin, Germany

Activities: Thesis Intern at Continental AG: Automated Material Transportation

Professional Training: Six Sigma Black Belt; Negotiation Excellence Course; Strategic Negotiations