

## Director – Global Supply Chain

### Global Sourcing & Procurement | Business Development | Foreign Branch Startup

Senior-level supply chain manager with an exceptionally broad record of contributions in global expansion, revenue growth, and sales team impact. Opportunity mindset—identify openings in domestic and international markets and set high-performance sales initiatives that translate into flourishing relationships. Deep cross-cultural exposure with experience establishing foreign offices in Asia, negotiating with vendors/suppliers around the world, and linking overseas alliances. Mentor known for identifying and nurturing director-level leaders and top-ranked producers.

#### Areas of Expertise

Supply Chain Management | Channel Development | Inventory Management | Cost Reduction  
Risk Management | OEM/EMS Supply Chain Model | Global Purchasing | International Market Expansion  
Foreign Branch Startup | Vendor Relationship Management | Inventory Planning | Forecast Improvement

**TECHNICAL SKILLS:** CRM, MS Office, SalesChain

**LANGUAGES:** Fluent in English and Mandarin Chinese; conversant in Dutch

#### SELECTED CAREER HIGHLIGHTS

- ❖ Launched purchasing strategy, building the function from an informal one-person post a to Global Purchasing business unit—a team of 15-17 contributing 50%-60% of the company's worldwide revenue.
- ❖ Established two foreign branches from the ground up; handled all aspects of startup—from property acquisition and legal elements to hiring and business development.
- ❖ Serve as a guiding force to more than 50 supply chain professionals over the course of career; recognize and develop talent in the areas of purchasing, procurement, trading, business development, and sales.

#### PROFESSIONAL EXPERIENCE

##### Smith Associates, New York, NY

1997-Present

*Global electronics distributor with US \$7.5 billion in annual sales to Fortune 500s worldwide.*

##### **Director – Branch | 2016 to Present**

Promoted during restructure of three key sales offices; optimized experience and regional knowledge to establish physical branch office with expanded/developed staff and strengthened collaboration among Asian offices. Challenged to penetrate a mature market, develop sustainable customer relationships, and grow revenue. Scope of accountability includes business development, revenue and P&L management, value propositioning, and cross-region collaboration.

- Realized 120% profit growth in 2016 and 55% in 2017 by devising meaningful strategies to leverage contacts.
- Recruit, develop, and manage 14-person team of sales and account managers, buyers, and assistants. Set performance goals and coach team toward continual elevation of relationship building and revenue results.
- Create value propositions and positioning messages to outsource ODM/OEM/CM models; work with partners to identify segments within their account bases receptive to solution advisement.
- Built a sustainable partner ecosystem by developing distributor and channel partners in trending industries.
- Facilitate cost reductions (customer side) while elevating service and sales.
- Implement long-term sustainable cost saving programs, including lock buys and tier-level discounts.

**Smith Associates (continued)****Director/Chief Legal Representative | 2006 to 2016**

Propelled first-year growth resulting in conversion to wholly foreign-owned enterprise; established RMB business. Financial accountability included budget administration, legal, accounting, taxation, and value-added tax refunds.

- Surpassed USD \$100 million in annual sales through visionary business development and sales strategies.
- Championed creation of Smith's Global Purchasing business unit to support all locations. Assembled 15-member team that—10 years into existence—still maintains highest contribution to profitability and revenue generation.
- Improved vendor/customer relationships by optimizing full order cycle, managing quality control, ensuring on-time delivery, and maintaining favorable pricing and costs.
- Implemented work processes and logistics channels to build competitive world-class RTM capability in China market. Developed distributor customer service and logistics strategies to create competitive advantage.

**Trading Manager – Houston | 2003 to 2006**

Advanced to leverage mentoring ability; developed a team of next-generation traders and managers focused on tier-one customers and key accounts.

- Mapped current and future market trends and worked with teams to maximize opportunities.
- Managed contracts, negotiations, and closings.
- Drove initiatives to improve distributor operational excellence in service, inventory, write-off, and cost.
- Introduced concepts for special projects and vigorously contributed ideas for long-term development on purchase price variance/cost saving programs and key vendor development.

**Asia Purchasing Manager – Houston | 1998 to 2003**

Built a high-functioning purchasing group that quickly became distinguished as the most profitable organization-wide. Earned distinguished Alpha Award, usually reserved for more experienced professionals within the organization.

- Identified and retained top talent—six purchasing professionals who have since advanced to director-level roles within the organization and continue to add distinction and value.
- Developed model for a now-formalized professional development program for traders, a rigorous training three to six-month commitment that exposes participants to every aspect of purchasing, procurement, and commodities.
- Advised and collaborated on \$100 million-\$300 million purchases.
- Promoted from procurement role in <12 months; onboarded new suppliers, managed quotes, negotiated pricing, facilitated purchasing orders, coordinated logistics, and established payment terms.

Launched career as a **Foreign Exchange Consultant** with **Bank South** specializing in reserve bank applications, foreign currency exchanges, transfers, and import/export controls.

**EDUCATION**

University of College  
**Bachelor of Arts in Psychology | 2001**