

DAVID KATZ

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DIRECTOR – OPERATIONS / GLOBAL SOURCING

Operations
Procurement
Budgets
Customer Relations
Inventory

Global
Startups
Warehouse Operations
Client Satisfaction
Project Management

Supply Chain
Wholesale
Six Sigma Black Belt
Negotiations

Delivered over \$14M in cost reduction for large domestic and international projects using effective procurement and project management. Proven record of leading complex sourcing and driving financial and process improvements for multi-billion-dollar building products corporation. Extensive experience in planning, procurement, compliance and system implementations and applications.

Consistently created and delivered innovative solutions for inventory, supply chain, projects and operations for start-ups plus small and mid-size business units. Enhanced productivity by upgrading material and service management while making record strides in lowering costs and improving profits.

Areas of expertise included building profitable vendor relationships, maintaining customer satisfaction and ensuring desired products and services to clients. Identified underperforming divisions and projects, developing and applying complex solutions. Member of Institute for Supply Management

EDUCATION & ON-GOING TRAINING

BS, Mechanical Engineering, University of Florida. Additional coursework: Global Supply Chain, University of Florida. Dynamics & Skills of effective Negotiations, Cornell University. Contract Law, Purchasing Management & Principles, Accelerated Business Management University of Florida. Continuing education through Corporation. Certified Six Sigma Black Belt

CAREER SUMMARY & ACHIEVEMENTS

Continuously promoted to positions of increasing responsibility and selected to head projects that improved productivity and cut costs for leading building products manufacturer.

Director of Global Sourcing, 2007 to 2010. Direct raw materials sourcing of large building products manufacturer with revenues of \$2.5B. Lead North American raw materials spend encompassing 350 suppliers. Develop sourcing strategies, savings objectives, and ensure continuous raw material supply for 40 plant operations. Manage 9 employees.

- **Saved company \$38M, exceeding plan 220%.** In declining market, competitors were driving pricing actions. Challenged team to engage technical groups to develop unique solutions to leverage market position and buying power. At the same time identified new suppliers that would ensure adequate inventory for operating business.
- **Identified \$7M in cost reductions, exceeding targeted savings 75%.** Currently all sourcing was being done in North America. Evaluated possibilities of lower cost sourcing, possibly in Asia and Middle East. Placed an employee in Shanghai on a two-year ex-pat assignment to identify potential new suppliers. Realized savings within first twelve months, exceeding plan.
- **Secured 17% in cost cuts and identified additional reduction opportunities through acquisition.** Company was focused on entering polyurethane spray foam insulation. Evaluated current supplier, product, distributors, logistics and operational efficiencies. Supporting documentation indicated immediate savings plus \$1.4M in other opportunities.

Director, European Energy and Global Conservation, 2006 to 2007. Led energy operations for glass textiles division with \$800M revenues and 3000 employees. Directed 15 employees on special three -year assignment with focus on cost reduction. Tasked to manage global energy conservation and energy contracting for the nine European plants.

- Uncovered \$14M in cost savings, reducing energy costs 16% in two years. Selected to lead global energy conservation initiative for 15 plants. Energy conservation site leaders were identified in each plant and annual cost savings goals were established. Trained conservation leaders on identifying energy savings, exceeding goal 123%.
- Negotiated favorable utility payment terms of 425% AP improvements and \$160K in working capital. In Eastern Europe, utility company had previously not been open to adjustments on payment terms. Built relationship with the management and gained consensus for 41-day extension on payment terms. These adjustments increased working capital.

Director of Operational Strategy, 2004 to 2006. Selected to lead planning strategies for growth of company's Roofing Business Unit, identifying targeted market, product line and cost effectiveness. Negotiated incentives with Economic Development Committees and presented plans to public interest groups. Managed three employees and \$400K budget.

Director of Sourcing, 1998 to 2004. Managed \$200M in annual direct raw material spend. Responsible for \$145M spend personally. Developed workshops for key direct material suppliers, engaging them in joint efforts to identify opportunities for cost reductions.

Director, Energy Resources & Engineering Purchasing, 1993 to 1998. Directed electricity, natural gas, and natural gas pipeline contracts for 28 North America Plants. Developed strategies for utility by-pass opportunities. Intervened in utility rate cases, developed energy Risk Management plan and created corporate-wide energy conservation program. Managed \$140M energy budget, \$80M in capital programs and oversaw seven employees.

- **Improved earnings performance by developing Energy Conservation pilot program.** NJ energy rates were higher than other fiberglass insulation plants. Established an energy conservation initiative, including baseline metrics. Posted updates weekly, showing progress. Reduced energy usage 12% with a cost savings of \$490K.

Plant Engineer, 1986 to 1993. Managed project engineering and maintenance for 24 / 7 residential and commercial building insulation manufacturing with revenue of \$550M. Directed \$2.5M budget.

- **Developed state certified electrical apprenticeship program to support 24 / 7 program.** Collaborated with local technical institute and selected employees for the advanced training, offering opportunities for unskilled workers to learn a skilled trade, becoming valuable company assets.
- **Reduced downtime 49%, improving earnings \$960K.** Goal was to improve productivity. Established metrics for baseline performance and measured efficiency gains. Incorporated employee ideas that saved cost and time.