



Facilitated Integration Technology

Management & Systems Consulting

JEFFREY A. WALSH **Procurement, Contracts, and Logistics Specialist**

CAREER PROFILE

FIT, INC.

2012 – Present

Procurement, Contracts, and Logistics Specialist

Jeffrey provides procurement, contracts and logistics assistance to clients who need additional expertise. He also helps with business process analysis around the full supply chain.

RESOURCES GLOBAL PROFESSIONALS

2007 - 2012

SUPPLY CHAIN MANAGEMENT CONSULTANT

Houston, TX

Jeffrey provided highly effective, focused, customized solution generation to clients in multiple industries throughout assigned region for this Fortune 1000 firm. Collaborate with key client decision makers to identify needs and formulate cost-effective solutions. Closely monitor all facets of engagements to ensure total customer satisfaction and goal achievement at or below budget.

Organizational Impact | Contributions:

- ▶ Recently completed Technology review(SAP) of use of GPS and RFID in complex land and marine ops.
- ▶ Consulted with Houston global materials & logistics management staff of a leading integrated oil and gas industry client. Providing strategy paper support as well as deployment support to various initiatives in the Upstream business. Assignment began in June, 2010 as Lead, Critical Materials and various other roles supporting Louisiana field operations.
- ▶ In a compressed 6-month timeframe, implemented field support and inventory system for enterprise-wide Oracle implementation at leading mobile internet service provider, creating a “Greenfield” cellular tower network. Coordinated with construction and real estate teams to install telecommunications gear throughout central and southeast Texas.
- ▶ Engaged as an Interim Manager proactively and effectively managing shipping and receiving activities for a heavy oil and gas equipment manufacturing concern, with primary focus on LEAN re-introduction and optimization. Mentored and guided senior managers. Introduced improved processes and procedures. Streamlined existing policies and approaches. Evaluated operations and resolved issues in a timely manner.
- ▶ Efforts yielded a 50% cost reduction, increase in inventory accuracy from 40% to 97%, and a cycle time reduction from up to 4 days to same day completion.

**INTERNATIONAL FILING COMPANY / DW DISTRIBUTION
SUPPLY CHAIN MANAGER / BRANCH MANAGER**

2004 - 2007
Hattiesburg, MS / Houston, TX

Recruited to provide struggling companies with expertise and experience critical to turning around operations, addressing both short-and long-term needs, and facilitating organizational growth. Streamlined existing processes, and implemented new approaches and strategies to dramatically lower costs and successfully fulfill highly complex orders on schedule despite multiple supplier requirements and production facilities utilized.

Organizational Impact | Contributions:

- ▶ **Developed a supply chain organization supporting 3 manufacturing operations.** Facilitating smooth and uninterrupted plant and corporate headquarter move from Illinois to a centralized Mississippi location in support of a 3-plant operation. Efforts included directing the reimplementation of MRP system.
- ▶ Directed customer service planning and execution. Slashed labor expenses by 50%, increased call volume, and achieved dramatic improvement in sales through hiring of 5 additional sales professionals.
- ▶ Additional milestones include **stabilized raw material supply lines during factory consolidations** resulting in **no interruptions in manufacturing operations.**
- ▶ Assisted the CEO and executive leadership in establishing a new branch for a wholesale building distribution company. Developed a 27-acre rail served facility, implementing PKMS and other systems, and effectively directing daily operations. Achieved under-24-hour customer fulfillment that featured truck-based shipping by 4AM to Houston allowing combining orders by 6AM, and increased monthly revenue to \$1M within a 6-month period.

**EXEL LOGISTICS
SENIOR DIRECTOR, OPERATIONS**

1998 - 2003
Houston, TX

Consistently exceeded expectations managing a wide range of business functions to maintain market leader position for this #1 ranked 3pl company. Reported to the High Tech Sector President.

Organizational Impact | Contributions:

- ▶ Established vendor hub with 120 suppliers, web-based dispatching, and GPS control. Retooled entire operation that **achieved a 99.9% on-time/accuracy and reduced order fulfillment labor costs by 10%** through continuous improvement and state-of-the-art Warehouse Management Systems (WMS).
- ▶ Helped to squeeze out all competition to win significant new business as well as renew existing accounts. Over a 5-year period, **grew annual business from \$20M to \$50M.**

**CALIBER LOGISTICS
GENERAL MANAGER, OPERATIONS**

1996 - 1997
Austin, TX

Turned around an underperforming shipping operation to ensure world-class service and satisfaction for clients that included Dell, Siemens, and American Airlines. Assigned and managed teams, oversaw both daily business actions and special initiatives, and provided expertise to solve complex problems. Managed P&L performance, and hired key personnel.

Organizational Impact | Contributions:

- ▶ Implemented software allowing Dell to bypass distribution center and ship directly from manufacturer for a \$10 per unit freight savings. Landmark achievements also include utilization of same facilities and personnel while increasing **shipping volume 4-fold, increasing revenue 3-fold,** and generating substantial improvement in customer satisfaction.

Previous positions include:

Director, Summagraphics Corp. ▲ Director Logistics, Unisys/Convergent ▲ Manager/Supervisor, Digital Equipment Corp.

EDUCATION

BACHELOR OF ARTS

Dickinson College

Additional training: Executive MBA Program, St. Mary's College

CERTIFICATES & LICENSES

Quality Program Certificate, Juran