

EXECUTIVE SUMMARY

A **supply chain management expert** with 5 years of experience in international shipping and procurement. A specialist in supply chain analysis, procurement and negotiations, and designing solutions for challenging supply chains who has substantial knowledge of the Asian market and speaks fluent Mandarin Chinese.

FUNCTIONAL EXPERTISE

- **Supplier Negotiations and Management**
- **International Logistics Management**
- **Procurement and Quality Control**
- **Supply Chain Technical Analysis**
- **Operational Improvements**
- **Cross-cultural Communications**

FUNCTIONAL EXPERTISE DEMONSTRATED

ROYAL CASE COMPANY

June 2017 – Present

An international manufacturer of cases, bags, and containers with ~500 employees worldwide (200 in China), factories in the US, China, and Thailand, and annual revenues of ~\$60mm.

Supply Chain Manager

Leads the supply chain in Northern China, spreading best practices, qualifying suppliers, managing customs and logistics, and overseeing quality control for operations that represent ~25% of annual Firm revenue.

- **Supplier Negotiations and Management:** Leads negotiations and renegotiations with 3 major suppliers and with ~5 smaller suppliers that represent ~\$15mm in annual trade for the Company, working 50% of the time from China, and with providers of both domestic and international logistics solutions. E.g. led renegotiations with Royal Case Company's network of US carriers to realize substantial cost savings on the firm's ~\$1.3mm logistics spend through strategic renegotiation of the Firm's Freight of All Kinds (FAK) / carrier tariff rates.
- **International Logistics Management:** Oversees the international shipment of ~80 TEUs per month, working with one direct report to navigate customs, negotiate air, sea, and land shipping rates, and provide real time reports that enable the firm to deliver accurate delivery estimates to clients. E.g. successfully resolved an IP-related customs issue at peak season for ~\$400k of client goods within 24 hours, ensuring on-time arrival.
- **Procurement and Quality Control:** Performs full cycle procurement management, soliciting bids, acquiring samples, analyzing materials, managing project timelines, and executing dynamic quality control management strategies. E.g. regularly manages ~4 procurement projects with up to \$3mm in project value simultaneously.
- **Supply Chain Technical Analysis / Operational Improvements:** Leads technical analyses of the supply chain as needed to drive operational improvements. E.g. performed a review of the supply chain's cost centers using an Excel model and then collected bids from major shipping firms (e.g. Evergreen, Hapag Lloyd, YangMing, and others) which resulted in more favorable terms (e.g. GRIs / PSSs) and ~\$270,000 in annual cost savings.
- **Cross-cultural Communications:** Acts as day-to-day liaison between Chinese staff, factory owners, and factory managers, consistently spreading international best practices in communication to suppliers' staffs, regularly working in Mandarin Chinese, and frequently using alternative communication networks (e.g. QQ, WeChat) to send packing lists, negotiate prices, and generate invoices for use with customs offices.

LIONHEART PROJECT LOGISTICS

May 2016 – May 2017

A shipping solutions vendor with 12 employees, ~\$60mm in annual revenues, and offices in the US, China, and South Korea that provides breakbulk shipping solutions to clients like General Motors, Air Liquide, and Metka.

China Manager

Designed international shipping solutions for extremely large (“breakbulk”) pieces to support large-scale projects in countries around the world (e.g. Columbia, Sri Lanka, the US, and others).

- **International Logistics Management:** Designed logistics solutions that involved specialized vessels and oversaw the preparation of complex customs documents to facilitate the shipment of very large pieces. E.g. oversaw the shipment of a \$40mm piece of energy equipment from GM’s factory in New York State to Sri Lanka, designing the routing guide, sourcing shipping vendors, and preparing all customs documents.
- **Supply Chain Technical Analysis:** Performed technical analysis in the design of bespoke logistics solutions, performing due diligence on the cranes, tracks, bearing capacity, and other components of shipment vendor’s equipment and infrastructure to ensure safe delivery of multimillion dollar custom pieces.

HYUNDAI MERCHANT MARINE

January 2014 – February 2015

The US (West Coast) office of the South Korean logistics company with ~\$8bn in annual revenues and 3,000 employees worldwide that offers transnational container shipment solutions.

Vessel Capacity Manager

Managed capacity and container allocation for ~15 vessels operating in Hyundai’s Pacific trade lanes.

- **International Logistics Management:** Successfully oversaw the delivery of ~500 TEUs at any given time, overseeing refrigerated and regular spaces, port transfers, route times, and land/sea routing guides. Major clients included Coca Cola, WalMart, Pier One, and Expeditors International.
- **Operational Improvements:** Led a cross-functional team tasked with redeveloping Hyundai’s internal reporting system, working with the US CEO, the VP of Sales, and the head of IT to design a system that provided real time capacity reports to client service representatives (CSRs). Subsequently led the roll out of the system to all American CSRs, travelling domestically to train ~80 Hyundai personnel.

EDUCATION

Bachelor of Business Administration (Marketing). University of North Texas—Denton, Texas (2013)

SPECIALIZED ACADEMIC TRAINING

Mandarin for Logistics Professionals. Thatseed Beijing Private Educational Institute—Beijing, China (2018)

Advanced Mandarin Chinese. Northeastern University of China (东北大学)—Shenyang, China (2017)

OTHER RELEVANT INFORMATION

Languages: English (native), Mandarin Chinese (fluent)

Computer skills: MS Excel (Advanced User: Pivot Tables, Macros, VLookups), MS Office, Pegasus ERP