# CLARK L. SHELTON, MBA

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Dual US & Dutch Citizen

Analytical thinker with a strong work ethic looking for a fast pace and innovative organization. Proven leader with a history of successfully influencing corporate change through collaborative and strategic operational analysis.

**EDUCATION**

**GEORGIA INSTITUTE OF TECHNOLOGY, Scheller College of Business Atlanta, Georgia**

**Masters of Business Administration, Evening Program** *August 2021*

**GEORGIA INSTITUTE OF TECHNOLOGY, Scheller College of Business Atlanta, Georgia**

**Bachelor of Science in Business Administration** GPA: 3.61 Major GPA: 4.00*December 2014*

* Summa Cum Laude Honors, Dean’s List, and Hope Scholarship
* Operations and Supply Chain Management Concentration, with a Minor in Law, Science, and Technology

**EXPERIENCE**

**Rollins, Inc.**

***Sr. Manager, Corporate Services* Atlanta, GA**

* Managed a team of 21 in 4 departments; Facilities, Mail Services, Print, and Security *November 2020-Present*
* Responsible for capital asset management and Real Estate budget for 85 branch locations, across the US, with annual budget of >$45 million
* Managed multiple P&L’s, each over $5 million, consistently delivering under budget performance.
* Led team to a 98% customer service rating; an improvement of 5% from the previous year.
* Successfully implemented a new work order management system and building management system.
* Project managed the renovations and remodels of 8 major buildings. Delivered an on-time completion rate of 98%

***Operations Analyst* Brookhaven, GA**

* Responsible for creating, implementing, and presenting a savings tracking *January 2018-November 2020*

methodology and infrastructure for more than $200mil in annual spend.

* Sourced, implemented, and administered an innovative contract management software for the entire organization.
* Created strategic roadmaps for supplier negotiations for all 15 major spend categories, resulting in over $2mil in savings.

**SIEMENS INDUSTRY INC.**

***Procurement Leadership Development Program* Alpharetta, GA**

***Rotation 3/Off Program Role – Project Procurement Manager & Commodity Manager*** *December 2016-January 2018*

* Temporarily stood in as Director of Procurement for Siemens Canada PD/DF, for 4 months. Responsible for $51mil CAD in direct material spend.
* Responsible for the formulation and execution of the UPS/Batteries strategic sourcing strategy for the PD Projects Procurement Division (5 BU’s/locations).
* Prepared for and participated in a negotiation event for 10 suppliers resulting in an average of 5% savings per supplier
* Managed the Commodity Management team in the bidding process of 9 projects valued over a combined $200 million

***Rotation 2 – Procurement Financial Controlling & Reporting* Alpharetta, GA**

* Reported KPI’s for 2 major divisions to the detail level of their 13 business units *July 2015-December 2016*
* Responsible for the communication of actual and forecasted KPI’s to senior management

***Rotation 1 - Supply Chain Manager* Sacramento, CA**

* Led 8 operational buyers on 5 major train contracts *January 2015-July 2015*
* Delivered 99% on time material availability for 3 major train production sites ensuring on time delivery per schedule
* Led the material sourcing team during the ramp-up of a new train product’s initial contract

**SIEMENS INDUSTRY INC. Alpharetta, GA & West Chicago, IL**

***Procurement Leadership Development Intern*** *May 2013 - August 2013 & May 2014-August 2014*

* Led a sourcing project for welding gasses and safety equipment that resulted in a 48% cut in annual expenses
* Led a sourcing project for a cardboard packaging ring that resulted in a 91% decrease in unit cost
* Designed a new and more efficient database for more than 150 second tier steel suppliers using Microsoft Access
* Trained employees on e-Auction platform and facilitated the purchase of transformers in more than 10 e-Auction events

**SKILLS/INTERESTS**

**Languages:** Spanish – Business Proficient, Dutch – Beginner

**Skills:** Valuation Modeling, Budgeting, Strategic Asset Mgt, Forecasting, Experienced with SAP, JDE, & Oracle, Apple/Mac and PC software, Microsoft Office Suite (Word, Excel, PowerPoint, Access, VBA, etc), Microsoft PowerBI, CMMS platforms, AutoCAD proficient, Advanced Managerial Accounting

**Certifications:** Six Sigma Yellow Belt, Advanced Microsoft Excel Professional Education, Commodity Management Professional, Karass Advanced Negotiation Certificate.

**Activities:** Nation “F” US Soccer Coaching License, Rally Foundation for Childhood Cancer Research Spokesman