John B. Kabisa, MBA, PMP, PMI - ACP, CTP, CPSM, CSCP, TOGAF 9 Certified

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Business Transformation | Enterprise Architecture Planning | Value Chain Transformation

Fluent in English, French, and Swahili | Traveled in 60+ nations worldwide

**Executive Profile: Program Manager**

**Accomplished business transformation leader with proven track record of delivering high-value supply chain and finance transformation initiatives across industries. Highly effective in planning and delivering new capabilities to drive revenue growth, maximize profitability, Return on Invested Capital(ROIC) and EBITDA improvement.**

Passionate about leading enterprise architecture planning and delivering the blueprinting of future-state global business processes, information systems and Information Technology Infrastructure reflecting the integration and standardization requirements of the company’s operating model across industry spectrum. Work collaboratively with both key stakeholders and subject-matter experts to design and build a holistic view of the organization’s business architecture, data architecture, applications architecture and technology architecture. Foster agility, cooperation, teamwork, adaptability, best practices and the commitment to ensure the business strategy and IT systems are in alignment. Leverage business acumen and expertise with Waterfall and Agile Project Management Methodologies to successfully develop and transition programs from design through commercialization.

**Strong transformation, innovation and growth leadership.** Industry experience with proven success and ability to operate across organizational and computing “silos” to engage stakeholders and drive common approaches and expose information assets and processes across the global enterprise. Strive to deliver an architecture that supports the most efficient and secure digitized enterprise architecture platform - IT environment meeting a company’s business needs. Ensure optimization of information management through an understanding of evolving business needs, technologies capabilities, business applications and partnership to ensure accuracy of technical design documents and user experience to support flawless business strategy execution.

**Recognized as trusted advisor and inclusive leader.** Solid history of framing discussions that guide role model among team members and internal customers, simplifying complex business issues into actionable plans, providing a consensus-based enterprise solution that is scalable and adaptable to achieve competitive advantage.

**AREAS OF EXPERTISE INCLUDE:**

* Strategic Planning | Business Transformation
* Business Architecture | IT Strategy Alignment
* Target Enterprise Architecture | Operating Model
* Delivery Management and Acceleration
* Business Requirements Management
* Finance Strategy | Business Scenario Analysis
* Business Case Development | Value Proposition
* Strategic Sourcing | Procurement Transformation
* Project | Program Management | PMO
* Stakeholder Management| IT Governance
* Implementation Roadmap Management
* Project Venture Development Process
* Change Management | Needs Assessment
* Oracle EBS R12 | SAP Ariba | SAP Hana
* Supply Chain Transformation | Value Chain
* Finance Transformation | Process Management

**Professional Experience**

**FSCM Group - Global Management Consulting - Morrisville, NC January 2017 – Present**

**Global Supply Chain Transformation Practice Lead**

**Act in lead capacity on broad, complex, and critical engagements, providing guidance and direction to clients and other team members in the development of supply chain operating models. Lead the design and delivery of tools required to create and maintain customized supply chain systems and capabilities that maximize profitability, improve efficiency and increase shareholder value across industry sectors. Highly effective in identifying high performance value creation and client transformation opportunities, a strategic road map to streamline the flow of materials and information, successfully orchestrating transformational changes in strategy, people, processes, measures and technologies in the areas of supply chain management, manufacturing, procurement and strategic sourcing. Consulting core competencies include the assessment of internal supply chain capabilities, evaluation of supply chain game changers, gauging strengths, weaknesses, opportunities and threats faced by the Firm versus best practice, recognizing the most likely megatrends and their implications, and generating a set of actions that creates the supply chain capabilities for the Firm’s future operating model. All our current programs have exceeded clients’ expectations. Delivered more than $38.4 million in clients’ documented business cases/ cost reductions projects sanctioned for implementation to date.**

**WIPRO LTD.** – Morrisville, NC **November 2014 – December 2016**

**Senior Manager, Value Chain Management and Business Transformation**

Led the design, implementation and execution of integrated Supply Chain Strategy within Financial Services and Insurance, Manufacturing, Medical Devices, Pharmaceutical, Consumer Packaged Goods and Energy Industries. Key engagements include strategic lean transformation initiatives in strategic sourcing, source to procure-to-pay, quote-to-cash, integrated business planning, inventory optimization and working capital reductions. Assessed and aligned required business capabilities with Oracle E-Business Suite R12 / SAP Ariba functionalities across industry verticals. Led team of twelve subject matter experts across different functional areas in USA, India, Europe and UAE. My focus throughout project cycles was to:

* Coordinate the development of enterprise-level architectural artifacts that depict current, transitional and future states, provide actionable guidance and a clear path forward, and give stakeholders, business partners and IT partners the visibility and foresight they need to proactively manage key technology investments, risks and ensuring flawless execution of strategic initiatives.
* Provide guidance, road mapping and consulting services for business architecture, data architecture, applications architecture and technology architecture domains. Apply enterprise principles, business drivers, strategies, standards, and patterns to specific enterprise level concerns to provide insights and recommended options to leadership.
* Collaborate and work closely with solutions architects to ensure future-state architecture models are translated into appropriate and implementable architecture designs.
* Provide financial analysis, including Total Cost of Ownership(TCO) evaluation, in order to compare and select technology investments recommendations. Partner with Solutions Architects to assess technologies and technology vendors to ensure best fit for the business operating models and the enterprise technology landscape.
* Take ownership of engaging with the right strategic business domain partners and maintain strong relationships and a 360-degree influence with business and IT Leaders to ensure that the technology investments support the corporate strategy and lead to a strong value delivery, high-quality professional services, competitive advantage and long-terms strategic outcomes.
* Seek to influence, consult and build collaborative working relationships with business and IT leadership at director and VP levels to help them meet long-term business objectives.
* Contribute to the development and communication of enterprise principles, strategies, standards and patterns to most effectively guide technology decisions coordination.
* Research and analyze external and internal trends and drivers that have impact on the execution of the corporate strategy. Develop proposals and recommendations that reflect strong thought leadership that enable better understanding of issues affecting the organization, proactive management of risks and cost, and increase the ability to maximize the enterprise performance, return on capital employed, improve free cash flow generation and EBITDA Improvements.
* Consult and partner with clients to co-develop executable strategy fusing insightful thinking with disciplined execution to achieve breakthrough performance. Communicate goals and objectives with passion to engage and help executives identify new opportunities to attain profitable growth, bridge the gap between vision and execution, strategically manage project budgets, project schedules, project risks and customer-facing experience from preliminary phase, architecture vision phase through migration planning and implementation governance phases. Coach/Lead cross-functional teams of process excellence and change management professionals through Project Planning, Analysis, Design, Build and Configure, Integration Testing, User Acceptance Test Plans and Go-Live phases – all while maintaining or surpassing customer service expectations, institutionalizing a culture of continuous improvement.

**Major Achievements of this role**:

* **Cut inventory cost 45%** by leading implementation of vendor managed inventory (VMI) processes.
* **Delivered 40% reduction in inventories, 33% decrease in A/R, and 25% increase in early payment discounts** by driving seamless integration across customer and external partner organizations to create value, optimize working capital, facilitate continuous process improvement, and increase efficiency and effectiveness.
* **Created global reporting capabilities, consolidated six facilities into three, and maintained capacity levels** by working with senior and mid-level management to eliminate silos and non-value added processes, while integrating work flow, optimizing processes, and instituting standard performance metrics worldwide.
* **Enabled transparent view into organizational performance, individual accountability, and root cause analysis/resolution** by developing integrated process architecture, defining links to each functional area, and implementing RACI matrix, dashboards, key metrics and high quality standards.
* **Reduced $320M inventory by 28%,** delivering significant purchasing and freight cost savings to client, by introducing cross-functional services to control costs, enhancing logistics and distribution processes, and creating visibility throughout the value chain by implementing cost effective strategic plans.
* **Increased spend under management 70%** by integrating spend management tools into total procurement solution comprised of spend management system, supplier performance management, and productivity tracking, warehouse management systems (WMS) and Just-in-time (JIT) implementation.
* **Aligned client organization’s unique elements with Oracle E-Business Suite R12/ SAP Ariba and SAP ERP Systems functionalities** by creating operational structure that reengineers client processes into new business process, develops, communicates goals and objectives to implement quality and utilizes best practices for sourcing, contract management, tactical procurement, and account payables.
* **Optimized global procurement operations** with continuous financial and productivity process improvements and performance management techniques that delivered accurate and timely data, reports, dashboards, supply chain efficiency improvements and liquidated damage claims and expenses reductions.
* **Shaped development of future procurement operating models** to align with key corporate business objectives and trends by leading creation of core set-up document that captures set-up activities, business process configuration, and process owners.

**ORACLE AMERICA, INC.** – Morrisville, NC **August 2013 – November 2014**

**Global Finance and Operational Risk Controller**

Retained through Oracle’s acquisition of Tekelec Global to drive post M&A integration of order-to-cash and procure-to-pay processes. Led global team of eight direct reports in the United States and three in India, Brazil, and France, plus an additional indirect reporting 23 staff members. Managed $160M annual budget.

* **Generated $3.5M positive cash flow,** reduced salary census 20% and inventories 45%, increased DPO 37% and early payments discounts 73%by spearheading design and implementation of order-to-cash, procure-to-pay, advance supply chain planning, advanced pricing, and inventory management processes.
* **Created cohesive $180M business out of $130M in multiple acquisitions** by identifying, extracting, and integrating value and best practices from each acquired entity. Achieved all investment objectives and reduced operating expense by $4.5M annually.
* **Realized 10% cost savings** by implementing performance benchmarks and management metrics across order-to-cash cycle, which included contract reassignments and business intelligence dashboards.
* **Brought multimillion-dollar contract to break-even point** by resolving underlying issues and negotiating 12% price increase.
* **Led successful capture of $90M** in new business at unprecedented EVA/IRR rates.
* **Achieved record-high 91% current A/R outstanding status,** 124% improvement in cash conversion cycle efficiency, 62% decrease in DSO from 92.7 to 35 days, and decrease in rebill adjustment volume from 24% to 3% of total billing adjustment volume by implementing Oracle ERP functionalities/processes.
* **Boosted productivity 18%,** achieved 99.7% complete and on-time shipments, increased export shipment billing accuracy from 76.2% to 99%, and reduced days’ inventory outstanding 56% by designing and implementing Oracle 11i functionalities to track inventory/production and streamline supply chain processes.

**TEKELEC GLOBAL, INC.** – Morrisville, NC **August 2005 – July 2013**

**Global Order-to-Cash Operations Controller – EMEA**

Managed global credit and financial risk exposure, export compliance, and operational risk for two business units and all international subsidiaries in Europe, Middle East, and Africa. Structured and negotiated international contracts. Designed and oversaw implementation and institutionalization of order-to-cash process re-engineering. Led team of 33 direct reports including contractor and offshore staff. Managed $15M+ annual budget.

* **Expanded business from predominantly domestic market to 40% global market share** in signaling technologies and **826% EBITDA improvement** by formulating strategic marketing plans to advance corporate mission and champion profitable revenue growth across entire enterprise.
* **Transformed accounts receivable function from 32% current status to 97% in just three months,** while increasing new orders bookings 15% by building international risk and project risk control infrastructure to address regional business development and expansion.
* **Cut liquidated damages 90%, increased billing accuracy 95%, and reduced DSO 80%** by authoring and implementing global regulatory requirements compliance manual and updating all international operational and credit risk policies and procedures.
* **Reduced cost of business development 30% while increasing business wins 35% in nine months** by developing country-specific exposure policy, instituting data-driven channel partner management, and evaluating global risk assessments covering credit, financial, political, operational, and compliance risk.
* **Achieved 97% on-time, within budget, and to customer specification shipments** through successful and comprehensive project management, operational oversight, and business process leadership.
* **Avoided $5M potential loss in business** by advising regulatory risk mitigation initiative to protect company’s reputation and ensure business continuity.
* **Averted audit review and $3M revenue loss** by identifying risks and devising risk mitigation and transfer mechanisms that resolved client issues.
* **Prevented $10M potential loss in revenue and cross-border compliance issues** by negotiating mufti-jurisdictional arrangement, financial modeling, collaboration on non-technical issues knowledge sharing, adaptable time management, service orientation and technical issues prioritization.
* **Delivered 93% decrease in loss reserves while increasing business 50% in key emerging markets** by introducing credit and operational risk management policies to accelerate cash conversion cycle.

**STANDARD CHARTERED BANK** – Dubai, UAE **January 1998 – June 2005**

**Senior Vice President, Global Treasury and Supply Chain Finance**

Promoted from Vice President in 2000 lead funding, investment, pricing, and liquidity management for $50B bank assets in Europe, Middle East, and Asia Pacific regions. Provided middle market corporations, institutional investors, and financial institutions with integrated source of capital raising, strategy, and custom supply chain finance solutions. Managed $28M annual budget. Recruited, mentored, and led team of eight direct reports.

* **Established and grew Working Capital Management and Supply Chain Finance Advisory Practice** to generate $50M in first-year net earnings, representing 45% growth rate with 36% net operating income.
* **Realized 58% market penetration rate and 43% net income increase in second year** by cultivating and leveraging relationships with export-focused commercial banks, export credit agencies, and bilateral/multilateral development banks to maximize, support and secure key underwriting positions.
* **Boosted net earnings 12.5% on $400M investment portfolio,** representing $50M in additional net interest earnings, by managing execution of investment strategy.
* **Propelled trade/project finance origination fees 60%** by developing and implementing sales finance training programs focused on competitive/consultative selling techniques.
* **Negotiated terms of $1.5B private placement** to monetize diversified portfolio of trade receivables.
* **Preserved off-balance sheet accounting treatment** and successfully mitigated credit risk after ratings were downgraded by structuring $650M securitization facility, improved the safety and health of receivables.

**Education, Certification & Affiliations**

SOUTHERN CALIFORNIA UNIVERSITY – **Master of Business Administration (MBA), Financial Management**

SOUTHERN CALIFORNIA UNIVERSITY – **Bachelor of Business Administration (BBA)**

Certified Supply Chain Professional (CSCP) | Certified Professional in Supply Management (CPSM)

Project Management Professional (PMP) | PMI-Agile Certified Practitioner (PMI-ACP) | International Certified Credit Professional (ICCE) | Certified Treasury Professional (CTP) | TOGAF 9 Certified Enterprise Architect

The Associations for Operations Management (APICS) | Institute for Supply Management

Association for Financial Professionals (AFP) | Association of Executives in Finance, Credit and International Business (FCIB) | Project Management Institute (PMI) |The Open Group - Open Group Enterprise Architects

Ms Word | Ms Excel | Microsoft Project | Visio | Powerpoint | Sharepoint | Archimate 2.0