

Emmanuel (Manny) Ohonme
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Result oriented chief executive, humanitarian, enterprise technology, logistics, procurement, and supply chain business process solution expert, with experience in retail, process, chemical, services, and consumer product industry. Expertise extends to business development, marketing, product and program management, business strategy, social entrepreneurship, project management and philanthropy.

Summary of Experience

Samaritan's Feet International, Charlotte, NC (2003 – Present) **Founder, President & CEO**

As Founder and Chief Executive Officer of one of the world's largest footwear humanitarian organizations, Samaritan's Feet (SF) and its team of global ambassadors have touched the lives of men, women, and children across the United States and around the world in an effort to help the nearly 300 million people who go without shoes each day and the more than a million who die (Dying without Shoes) each year as a result. Through this simple act of humility and servant-leadership, our team members and volunteers are expressing love, compassion, and a message that brings hope.

SF is not just a non-profit, nor just a humanitarian aid organization—but a community of more than 70,000 volunteers who have joined together to make a difference in the lives of children in need in every corner of the world. From a dream to the reality of over 5 million impoverished children and adults in more than 60 nations being served by having their feet washed, receiving a new pair of shoes, and hearing a message of hope.

Barefoot Legacies Group, Charlotte, NC (2009 – Present) **Chairman, President & CEO**

Barefoot Legacies Group is a leading Social Enterprising Corporations specialized in communication, marketing, social market ventures, media, publishing, consulting, and film development, created to use its core assets and proceeds to make a difference around the globe through life-changing humanitarian initiatives.

RedPrairie Corporation, Waukesha, WI (2003 – 2005) **Vice President, Product Management**

Responsible for operating a mid-size business strategy and process management consulting company focused on providing product management, program management, project management, business development, and product marketing outsourced services to leading technology and software companies like RedPrairie Corp.

- Developed organizations in support of launching new initiatives, as well as management of growth-oriented operation for leading supply chain technology companies.
- Develop, implemented, and managed product marketing plans to increase sales of the company's product lines.
- Created and communicated business and technical requirements using UML and Rational Unified process, as well as apply analysis concepts and standards to support assigned projects.
- Vendor selection and project implementation for a leading supply chain company.
- Managed projects relative to both new and existing products and services through enhancements, research, pricing/fees/profitability, packaging, management implementation, analysis, reporting, and performance tracking.

ELOGEX, INC., Charlotte, North Carolina (2000 – 2003)**Vice President, Business Development and Marketing**

Launched, directed, and managed Elogex business development and channel management strategy, focused on identifying targeted prospects, acquiring new customers, and generating revenues through established and new alliance partners.

- Managed Elogex market management process, industry-marketing initiatives, inside sales, events, analyst relations, and alliance strategy.
- Developed, implemented, and trained sales organization on company positioning, business development methodology, messages, and values propositions.
- Negotiated alliance agreements and interacted with all functional and business areas of the company, including partners.
- Served on VICS Logistics and CPFR sub-committees for developing industry standards.
- Launched marketing programs aimed at targeted industries, which led to the execution of multi-year contracts with 5 of the top North American retailers (Kroger, Home Depot, Publix, Delhaize, and Safeway).
- Developed and managed account pipeline of over \$23 million across retail grocery and building product verticals within U.S and Canada.
- Established Elogex VAR (Value Added Reseller) program with 3PLs and technology partners.

Director, Product Management and Business Development

Managed marketing, product management, pre-sales and a product design team, focused on delivering a consistent product, message, positioning, and prototypes to support the sale and delivery of Elogex OneNetwork product to the consumer product and retail market.

- Successfully managed product marketing and management initiatives, business development, and research for improving product and sales that led to venture funding totaling over \$35 million for Elogex.
- Recommended new products for development based on market needs and business goals. Planned and prepared products for launch into the marketplace.
- Recommended appropriate pricing strategies for new and existing products and services while maintaining an awareness of corporate income and profitability.
- Assembled and launched Elogex advisory board and managed a highly referencable customer base.
- Actively participated and directed team of 2 product managers, 2 business analysts/object modelers, 2 graphics designers, in translating customer needs, writing business requirements, establishing development priorities, defining product roadmaps, and establishing the product vision.
- Managed marketing communications team of 3 and a PR firm. Created strategy for and oversaw PR, collateral, direct mail, advertising, and interactive marketing to generate awareness and sales.
- Established, launched and managed three Elogex-sponsored supply chain executive forums, with five of the top 10 global retailers represented.
- Spoke at a number of national supply chain conferences – CLM, SOLE, WOF, and Bear Stearns Conference etc.
- Responsible for briefing media and analysts (AMR, GIGA, ARC Group, Forrester, Gartner, Aberdeen, Yankee etc.)

CLEARCROSS INC., New York, New York (1999 – 2000)**Director, Product Management and Strategy**

Directed and managed the e-logistics strategy for ClearCross Transportation solutions, a leading Global Commerce Management Company.

- Defined and managed strategic business development opportunities with key e-commerce and business partners.
- Executed strategies for supporting the start-up of a hosted global transportation management Internet service venture.
- Crafted vision, developed business plan, and assembled a combined team of internal developers and outsourced development firm to lead the development of ClearCross internet-based logistics applications.
- Negotiated contract term with outsourced development partner. Managed project schedule, resources, and integration of product into ClearCross suite of product. Managed transition and deployment of product into company's data center.
- Developed product plans and business requirements working with customers, market prospects, and industry thought leaders.

- Conducted due-diligence on two major M&A opportunities for expediting the addition of global transportation functionality to company's solution footprint.
- Led strategic launch activities as part of company's re-launch efforts, and coordinated product rollout activities, sales training, and collateral development to ensure effective positioning of products and services.

OPTUM INC., White Plains, N.Y. (Metasys Inc.) (1996-1999)

Director, Product Marketing and Alliances

Managed all facets of go-to-market strategy for new products.

- Led product conceptualization and development team responsible for supporting Optum's TMS revenue growth from start-up to greater than \$15 million.
- Supported sales team responsible for \$10 million Caliber Logistics agreement to provide backbone-operating application to this market-leading member of the FDX Corp. family of companies.
- Defined requirements, developed positioning, created sales and pricing strategy.
- Managed cross-functional team for product development and rollout.
- Evaluated in-house development versus outsourcing options.
- Launched major product enhancements to support the 3PL and retail market needs.
- Developed and executed product strategies that led to the development of the first internet transportation management application (WebETM) to help customers streamline fulfillment processes and extend optimization to their supply chain.

Product Manager

Responsible for full product life cycle, from conception to rollout of Optum's Transportation management suite of products.

- Crafted Optum's TMS contract logistics go-to-Market strategy. Led sales support team responsible for initial contract logistics accounts including Logix (USF Logistics), Skyway, Consolidated Transportation Management Systems, and McKay Logistics.
- Created strategy for the first multi-company product architecture to support entry into FedEx Logistics, Skyway Logistics, Michelin Tires, and Levi Strauss & Co.
- Presented and implemented 3PL sales program resulting in launch of new service line.
- Created and conducted supply chain assessment for key retail prospects (procurement, warehouse operations, transportation, and distribution) and presented customized product demonstrations to key steering committee executives.
- Developed business case, demo-scripts, slides, ROI value propositions, and post-sales transition requirements.

Project/Program Manager/Business Analyst

Full life cycle project management experience working on multiple customer projects.

- Developed the baseline project plan based on customer requirements while ensuring consistency with business strategies and organizational goals.
- Negotiated assignment of cross-functional resources and organized the facilities and development environment to deliver planned projects.
- Prepared and presented project status reports to Executive Management. Implemented appropriate progress, issue, change and quality control processes and ensured continuous improvement in delivery practice.
- Worked with engineering to set product delivery schedules and drove functional product content for each release.
- Responsible for ensuring the quality and production of all documentation and training materials and assuring that product is delivered on time, on budget, and with high quality.

UPPER GREAT PLAINS TRANSPORTATION INSTITUTE, Fargo, ND. (1994-1996)

Logistics Analyst

Responsible for conducting network modeling and design analysis for leading agri-business companies.

- Led research teams of logistics consultants in analyzing fulfillment and supply chain strategies for leading food processing and agri-business companies in the mid-west.
- Directed project activities, including writing, editing, and publishing research report, and monitoring legislative issues.
- Analyzed outsourcing, shipping strategies, and procurement decisions using operations research methodologies.
- Analyzed inventory allocation, procurement and distribution problems for a global distributor of agricultural products in the mid-west. Recommended optimal distribution strategy and least cost transportation network configuration that minimizes cost and maximizes profit.

Pioneer Hi-Bred International, Inc. (A Dupont Company), Moorhead, MN. (1990 – 1994)

Research Analyst

Responsible for a team of over 30 agronomy researchers, conducting plant breeding and field-testing research, to develop high yielding and pest resistant corn breeds

- Project and timeline management (planting, harvesting, and pollination season)
- Managed resource assignment and scheduling (5 Full Time and 27 Part Time)
- Managed cycle counting and inventory replenishment levels.
- Managed inter and intra company inventory distribution.
- Managed maintenance of company assets.
- Conducted plant-breeding research, and leveraged automated seeding and harvesting processes

TECHNOLOGY

Rational Development Series (Rose, Soda, Requisite*Pro), Rational Unified Process, ORACLE Development Tools (CASE*Designer, SQL*Plus, PL/SQL, ORACLE*Reports, ORACLE*Forms, ORACLE*Browser), SAS, SAP, Optum SCE series (Transportation, Demand Center, Response Center), SAP, GT Nexus, Oracle Financials, and ClearCross GCM product suite

EDUCATION

- M.Sc. Applied & Agricultural Economics - 1996. NDSU. (Transportation & Logistics)
- B.A. International Relations and Business, 1992. Concordia College.
- A.A. Liberal Arts, 1991. University of North Dakota - L.R.
- A.A.S. Agri-Business Management 1991. University of North Dakota-L.R.

BOARD OF DIRECTORS

- Samaritan's Feet International
- Samaritan's Feet Trust - South Africa
- Samaritan's Feet Nigeria
- Barefoot Legacies Group
- Alpha 1 Village