

Nicholas Brown

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Multidisciplinary Full Stack Web Developer and Product Owner that combines experience and traditional learning methods to solve critical problems for users. Over 10 years of Transportation and Supply Chain experience, along with a Full Stack Development Certificate from the University of Kansas. Excited to advance products with both business and technical aspects to optimize outcomes for all stakeholders.

Work Experience

Professional Services Manager – MercuryGate International Jun-2015 to Present

- Manage team of Specialist for Transpiration Optimization implementations and consulting business with overall responsibility of project completion on time, under budget, and customer satisfaction rating
- Develop team members by training, setting goals and objectives and give day to day guidance and mentorship
- Maintain workload for all team members with incoming projects along with scoping new business
- Complete sales support projects and demonstrate on pitch/sales calls with potential clients helping close 4 sales in Q4/2019 with more than \$1 million in implementation revenue
- Grow breadth of knowledge within system and multiple functionalities within the product; currently subject matter expert in several areas [Optimization, Reporting, Procure, Route Guide, Documents]
- Develop and conduct training with customers on product functionality and features. Create online learning modules for Optimization and Document customization
- Liaison to Development group for our Professional Services product release cycles with responsibilities of Services support on release schedule

Demand Planning Manager - Russell Stover Candies Nov-2013 to Jul-2015

- Manage team of Demand Planners responsible for all forecasting activities associated with customers and products
- Develop and maintain forecasting and inventory processes for high seasonal volume products
- Reconcile forecast with financial budget, providing analysis and root causes for variances to the budget
- Create KPI Dashboards relevant to Sales to encourage transparency and communication with Demand Planning and Sales
- Provide direction and insight to all departments on forecast expectations and risk assessment on procurement and production decisions
- Set goals, monitor performance, and give clear productive reviews to team members along with being a partner and mentor in team members career development

Transportation Procurement Manager – ConAgra Foods Aug-2011 to Oct-2013

- Manage team of Transportation Analysts responsible for execution of freight procurement, execution, and reporting
- Annual procurement bid execution for \$100 million transportation budget with goals to save, on average 3%

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- Annual savings of \$1.5 million converting over the road shipments to intermodal by working with colleagues in manufacturing and warehousing to increase transportation lead time by an average of 2 days
- Negotiate carrier rates through relationships along with statistical analysis identifying the lowest cost among all of the various constraints while maintaining an acceptable delivery performance metric
- Approved and processed freight bills and accounting classification
- Provided direction, coaching, and transparency to my team through a public buyout
- Successfully integrate procedures and processes into ConAgra after purchase

Transportation Analyst – Reckitt Benckiser

Jun-2008 to Jul-2011

- Responsible for all analytics for the transportation department including financial, efficiency, environmental, and on time performance
- Developed report cards on carrier performance that allowed us to increase transfer on time percent performance from mid-80's to low-90's in 12 months
- In-depth analysis on fuel costs on the high increases in fuel and how that translated to our transportation budget, ultimately helping to support the decision to take a price increase to customers to mitigate the cost

Education

- B.S. in Logistics and Supply Chain Management – Missouri State University
- B.S. in Business Management – Missouri State University

Certifications

- Certified Inventory and Production Management (CPIM) - APICS
- Full Stack Development Certificate - University of Kansas

Skills

- Advanced in Microsoft Excel and Access
- Web-based Supply Chain software (TMS, VMI, RetailLink, IRI)
- Process Improvement
- Change Management
- Talent Development