

# David J. Frederickson

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## Summary

- Results-driven professional with extensive experience in procurement, supply chain, logistics, and project management.
- Proven ability to identify and capitalize on opportunities to increase operational efficiency while minimizing expenses.
- Exceptional project management abilities combined with strong analytical, organizational, and communication skills.
- Vendor & Supplier Relations
- Data Collection & Analysis
- RF(X)
- Strategic Negotiations
- Expense & Cost Reduction
- Advanced Microsoft Excel
- Legal contract writing
- Inventory Control (ERP)
- Process Improvement

## Professional Experience

**Apple Inc.**, Cupertino, CA

2017 – 2019

### **Procurement Manager**

Serves as key member of Preservation Sourcing team - Managing suppliers and tracking daily output vs store demand, logistics, quality issues, and P.O. and invoice management.

- Plan and present annual supplier reviews with worldwide service providers and manufacturing partners
- Analyze and organize data (ART) for supply chain optimization, lead cost negotiations (RFP), resolve quality issues, follow POs from submission to full approval, and resolve payment issues and invoicing
- Manage relationship with legal to create comprehensive GMAs/SOW, IP agreements, and NDAs for worldwide vendors

**NatureBox**, Redwood City, CA

2015 – 2016

### **Operations Analyst**

Served in a key leadership role for two offsite warehouses (3PL) fulfilling 2.2M orders annually accounting for \$50M sales while monitoring SLA requirements and onboarding and training new vendors.

- Eliminated \$485k of on-hand packaging inventory over 8 months through the development of a new forecasting procedure
- Negotiated \$12k/month in savings by working with external vendors (India, China, and US) to reduce material costs
- Produced \$6.4M revenue by working across departments to launch products in Target/Sam's Club and Delta flights
- Significantly improved forecasting predictability by implementing reporting tools used by cross-functional teams

**View Inc.**, Milpitas, CA

2014 – 2015

### **Sales Operations Analyst**

Provided pre/post-sales support while reviewing architectural drawings for nine sales executives nationwide for a \$135M portfolio and developed top-down and bottom-up sales/manufacturing forecasts and associated analyses for review by senior staff.

- Reviewed architectural drawings to estimate glass area of projects in order to efficiently quote jobs for clients
- Achieved 90% reduction in quote time, as well as a reduction in cost estimates, by optimizing the quoting process
- Utilized Oracle systems to effectively track purchase orders, manufacturing, shipping, and invoicing activities

**NC Fit (Formerly NorCal CrossFit)**, San Jose, CA

2014 – 2015

### **Logistics & Sales Manager (Independent Consultant)**

Managed sales/logistics for a retail apparel store generating over \$30k in monthly revenue with \$400k in inventory.

- Reduced order error rate to less than .1% by designing a specialized order fulfillment and inventory tracking system
- Slashed order fulfillment time by 10x and improved quality by forming a direct distribution deal with outside vendors

**United States Navy**, Pt. Mugu, CA

2005 – 2009

### **Technical Operations Leading Petty Officer (LPO)**

In charge of testing and evaluating Airborne Threat Detection Systems for the VX-30 squadron and overseeing the training and development of 12 junior and senior personnel on essential equipment and operating procedures.

- Managed Global operations utilizing civilian vendors to procure services and run operations with the goal of tracking inspection turnovers, parts in inventory, and equipment shipping/receiving vital to project completion
- Directed scheduled and mission critical maintenance necessary for testing electronic countermeasure radar systems on all Pacific fleet aircraft carriers prior to approval for deployment

## Education

**Master of Business Administration (MBA)** – Santa Clara University, Santa Clara, CA

**Bachelor of Science in Business Economics** – University of San Francisco, San Francisco, CA

Personal areas of interest: Off-road Motorcycle Racing, Home Improvement, Travel, and Culinary Experimentation