CHRISTOPHER NEWTON

Supply Chain Planning Manager

newton.christopher.m@gmail.com | 607-651-3109 | Binghamton, New York, USA | [LinkedIn](https://www.linkedin.com/in/christopher-m-newton/)

|  |
| --- |
| **HIGHLIGHTS** |

* Supply Chain professional with expertise in Sales and Operations Planning (S&OP), Supply Planning, and Master Scheduling in the Material Handling industry, who has led a company-wide Sales and Operations Planning process, executing supply planning for 50,000 electric forklifts, 20,000 hand pallet trucks, and $16M in aftermarket telematics products yearly.
* Toyota trained continuous improvement leader skilled in Toyota Production System, Lean Six Sigma, and Value Stream Mapping.
* Knowledgeable of demand planning concepts, such as forecasting, forecast accuracy measures, predictive analytics, and statistical modeling.
* Championed S&OP transformation effort, with goal of overhauling planning across Raymond’s 4 major business segments. Piloted process changes for newly launched Energy Solutions business, facilitating consensus demand planning and supply planning reviews, and delivering executive review of fiscal year plan of record.

**PROFESSIONAL EXPERIENCE**

**RAYMOND CORPORATION**

**Master Planning Manager 2018 – Present**

* Executed Sales and Operations Planning tasks, such as Supply Planning, Demand Planning, and Capacity Planning within the Materials, Planning, and Logistics department of a Toyota-owned forklift manufacturing company in the material handling industry.
* Organized and hosted Toyota Material Handling Group study session on S&OP, with 12 representatives from 6 companies. Developed and shared Raymond’s process map, aligning internal stakeholders, and drawing out budget implications for our parent company. Paved the way for future process improvements through shared best practices.
* Created new build rate and lead time visualization tools for 20 product families, facilitating better supply planning decisions, improving communication to multiple audiences, and enabling scenario planning. Presented monthly results at executive Business Unit Review, drawing out forecast accuracy implications and influencing conversation toward S&OP overhaul.
* Developing aggregate product family level forecasting and supply planning methodologies in SAP for telematics business, saving 100 hours yearly on discreet end item planning, and enabling future forecast accuracy improvements.
* Enhanced capacity planning by collaborating with manufacturing to define and maintain a set of over 70 heijunka sequencing and constraint rules observed by Master Scheduling. Negotiated at least 20 targeted rule exceptions to keep service levels under control during demand spikes.

**Master Production Scheduling & Order Entry Manager 2014 – 2018**

* Developed Raymond’s global leadtime KPI reporting process, driving lead time reduction of 18% on standard orders and 10% on custom orders. Presented results and best practices to CEOs of Toyota Material Handling Group at yearly global supply meetings held in Italy, Japan, Sweden and the USA.
* Facilitated 2 different 3-day Value Stream Mapping exercises on Logistics and National Account Distribution that laid the foundation for Distribution network changes that saved over $11 million over 4 years

**Master Production Scheduling & Order Entry Supervisor 2013 – 2014**

* Spearheaded continuous improvement effort in Master Scheduling and Order Entry, applying Toyota Production System principles in an office environment. Instituted tracking and daily asaichi reporting of throughput, defect, and ageing KPIs. Reduced total processing time by 38% and defects by 70%. Coached team through creation of over 100 standard work documents and submission of 500 kaizen improvement ideas.
* Facilitated 3-day cross functional Value Stream Mapping exercise on Raymond’s Forecasting process. Our effort identified best practices for CRM usage and led to the creation of a dealer report card that incentivized increased pipeline visibility, driving a 30% increase over 2 years.

**Master Scheduler / Programmer Analyst 2007 – 2013**

* Executed Master Production Scheduling tasks, such as scheduling and sequencing forklift manufacturing, maintaining planning bills of material, and rough-cut capacity planning. Master scheduled the manufacturing of 7 product families, up to 8500 units yearly, maintaining over 99% on time delivery KPI.
* Programmed JDEdwards OneWorld Order Configurator, writing logic to automatically generate bills of material, calculate capacity and specification info, and output sales order line items and pricing. Implemented over 60 engineering changes, 20 sales manual changes and 10 product launches, maintaining logic for over 30 different products, reducing the need for manual order configuration by 75%.
* Developed safety net of over 70 error reports and data queries, improving accuracy of the identity, timing, and volume of material requirements that reach MRP to over 99.9%.
* Created and maintained over 6 planning bills of material, managing mix percentages of over 1000 potential part choices. Modernized mix determination and data validation methods through automatic lookups and verification queries, reducing processing time by 50% and eliminating 95% of data entry errors.

**Order Entry Representative 2006 – 2007**

* Executed data entry and customer service tasks, such as order entry, dealer correspondence, and change order requests. Entered over 1000 orders /month, enabling consolidation of the Order Entry function at one site, reducing planned headcount by 1 FTE.
* Developed automated sales order Bookings Report, reducing processing time by 70 hours per year, and eliminating 99% of manual keying errors.

**NATIONWIDE CREDIT, INC.**

**Unit Manager 2002 – 2005**

* Executed management tasks, such as training, performance evaluation, and escalation resolution within the fraud and bad debt prevention department of a contact center company in the communications industry. Led a team of 15 agents handling $1.8M annual transaction volume.

**High Toll Analyst 2000 – 2002**

* Reduced fraud and bad debt by analyzing and restricting long distance phone usage. Handled 40 calls per day.

**EDUCATION**

Master of Business Administration | Binghamton University

Bachelor of Arts – English Literature | Boston University

Certified in Production and Inventory Management (CPIM) | American Production and Inventory Control Society (APICS)

Certified Six Sigma Green Belt | Binghamton University

Certified Professional Forecaster (CPF) | Institute of Business Forecasting & Planning (IBF)

**SKILLS**

Sales and Operations Planning Inventory Planning Demand Planning

Master Scheduling Continuous Improvement Supply Chain Management

Forecasting Value Stream Mapping Capacity Planning