

Contact

5038877770 (Mobile)
marcusmccown@gmail.com

www.linkedin.com/in/marcus-mccown (LinkedIn)

Top Skills

Product Launch
Supply Chain Optimization
Strategic Sourcing

Certifications

Google Agile Project Management
Google Project Management
Certificate

Marcus McCown

Global Sourcing Manager specializing in NPI Materials Program Management | Project Management | Continuous Improvement.
Eugene, Oregon, United States

Summary

I am a Tek Savvy Global Sourcing leader with 15+ years of experiences in Sourcing, Planning, Inventory and Project Management. Recognized by Senior Leadership for growing effective teams and impact on bottom-line results.

Passionate about innovation - developing, improving, and transforming- New Product Introduction (NPI / NPD), business processes and procurement strategy.

Having lived in 4 countries truly makes me a Global Sourcing forerunner. Also, it developed my ability to feel comfortable in ambiguous situations and successfully identify solutions.

Diverse industry experience: Life Science, BioTech, Venture Capital, Public Health, Hospitality and food production.

Professional Highlights:

★ Spearheaded kaizen blitz to improve NPI process, led key stakeholders to revamp the process. Delivered a 9% reduction in time to market.

★ NPI cost containment reduced BOM cost \$10K within 6 months through engaging R&D and suppliers.

★ Reduced inventory by \$66M in 14 months. Project Lead for the corporate initiative to reduce global inventory.

★ Advocated for and led the implementation of e-Procurement system. This resulted in savings of \$100k, increased rebate by 3%, and time savings of 2.5 FTE by reducing transactional POs and invoices.

★ Procurement Lead for two SAP 4.7 implementations- including the development of system design specifications, data loads, and post-implementation regression testing.

Want to know more? Reach out to me.

Key Skills:

Sourcing: NPI Materials Management | Strategic Sourcing | Outsourcing | RFP | Contract Negotiations | Cost Analysis | 7-Step Sourcing Process | Inventory Management | Supplier Development

Project Management: Planning | Cross-functional Team Leadership | Risk Management | R2P | Kaizen

IT System Implementations: SAP | Business Warehouse | e-Procurement | ERP | Databases | SaaS

Management: Change Management | Business Strategy | KPI | Process Improvement | Data Analysis | Budgeting

Experience

Self-employed

Personal time off

January 2020 - Present (3 years 4 months)

Look after my 99-yr-old grandmother and furthering my skills with courses such as SQL, Supply Chain, Sourcing and Google's Project Management Certificate.

Dynamc Brothers

Senior Supply Chain & Business Operations Manager

December 2016 - January 2020 (3 years 2 months)

Eugene, OR

Senior Supply Chain & Business Operations Manager

- Directed a \$7.5M Capex budget for site buildout wholesale bakery and co-packer service provider.
- Managed a team of 7 overseeing all aspects of the supply chain and production and annual budget of \$1.5M.
- Awarded KinetiCapital 2019 Best Supplier Sustainability program.

- 4%-7% annual cost savings through contracts with key sustainable suppliers fostering product innovation.
- 8% contract savings negotiated while managing facilities build-out project & IT systems implementations.
- Instituted KPI program (with live dashboard) focused on aligning goals and promoting teamwork.

The Marq a KinetiCapital Company
 Procurement & Business Operations Manager
 December 2011 - May 2016 (4 years 6 months)
 Phuket, Thailand

- Directed the design and construction of The Marq, a \$2M boutique hotel development.
- Hired, trained and coached 5 direct reports managing front and back-end hotel operations.
- Increased reservations by 18% sourcing partner airlines and tour companies to co-brand vacation packages.
- Decreased food & beverage shortages by 17% with prompt attention to issues and rapid corrective action.
- Provided annual savings of 5-11% by implementing commodity strategies for FF&E, F&B and MRO.

Life Technologies
 Global Sourcing Project Manager
 February 2010 - March 2011 (1 year 2 months)
 Bedford, MA

Applied Biosystems is a global leader in genetic analytic instrumentation and consumables. Led global projects that resulted in increased efficiencies and cut the total cost of ownership (TCO).

- Managed initiative to reduce inventory by \$66M through consignment, JIT, and drop ship programs.
- Exceeded goal increased materials under programs by 33%, supplier's participation 15%, increased from \$33M to over \$100M.
- Site procurement lead implementing SAP 4.7 & IBM Cognos -integrating data from SAP and JDE software.

Harvard University
 Procurement Manager PEPFAR
 June 2008 - June 2009 (1 year 1 month)
 Boston, MA

Harvard's largest grant award ever funded by CDC's Presidential Emergency Plan for Aid Relief (PEPFAR) treated 150K+ HIV+/AIDS patients in 33 clinics and 75 healthcare centers in Nigeria, Tanzania and Botswana.

- Governed annual procurement spend \$150M and delivered savings \$1M+ for Harvard program offices and subcontractors.
- Transformed procurement to a more strategic organization through implementing learning plans and coaching staff.
- Reduced risk by developing and training staff and sub-contractors on a unified end-to-end procurement process based on Federal Acquisition Regulations (FAR) and host country laws across all 4 countries.
- Follow-up procurement process audit validated 90% adherence at 4 program offices, 75 clinics and 33 healthcare centers

BD

Commodity Team Lead II

2004 - 2006 (2 years)

Billerica, Massachusetts, United States

\$5 billion global company servicing the medical, pharmaceutical, and biotechnology industry.

-Led business unit day-to-day procurement & strategic sourcing for multiple sites w/ spend of \$100+ million.

-Member of Executive Steering Council (ESC) responsible for defining business unit strategies and goals.

-SAP 4.7 procurement core team in defining the business requirement, implementation, and training.

-Completed two 6 contracts after resigning in 2007 and 2009.

Life Technologies

New Product Introduction (NPI) Sourcing

1999 - 2004 (5 years)

Framingham, MA

- Directed NPI procurement for instrumentation and consumables- from concept through full-scale production.
- Facilitated early collaboration with suppliers to drive innovation, manufacturability and maximize TCO.
- Negotiated, drafted and routed global NDAs, JIT and consignment contracts for raw materials, turnkey assemblies, tooling and NRE, total annual value \$25-\$100M commodities included Lasers, Optics, PCABs, Metals, Chemicals, and Packaging.

- Maintained multilevel costed BOM and part revision tracked real time projected cost vs. target cost.
- Slashed instrument BOM cost by \$10K within six months through low-cost country (LCC) sourcing and outsourcing.

Education

University of Oregon

Bachelor of Arts - BA, Japanese Language and Literature