

# JEFF M. WEINGARZ

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Supply chain management executive with progressive experience in demand & inventory management, operations, international logistics, and outsourced supply chain environments. Industry background in telecommunications and medical devices. Strong leadership, strategic planning, and communication skills.

## Key Areas of Expertise

- |  |  |
|--|--|
| <input type="checkbox"/> Global S&OP Oversight / Forecasting | <input type="checkbox"/> Directing Int'l / Virtual Teams |
| <input type="checkbox"/> Project Management                  | <input type="checkbox"/> Vendor Liability Management     |
| <input type="checkbox"/> Speaker / Presenter                 | <input type="checkbox"/> ERP - SAP / Agile Environment   |
| <input type="checkbox"/> EMS / Vendor Partnerships           | <input type="checkbox"/> Excess and Obsolete Control     |
| <input type="checkbox"/> Lean Inventory Strategies           | <input type="checkbox"/> Training / Talent Development   |

## Professional Summary

### **Grand Mesa, LLC -**

**Apr 2017 – Present**

**Owner** – Digital publishing business consisting of multiple websites generating advertising revenue. Established business entity, procured websites, and contracted with ad networks. Hired staff of remote contract developer and content writers. Over-achieved revenue targets in first year of business.

### **Coriant (formerly Tellabs) – Naperville, IL**

\$1B provider of telecom networking solutions for service providers, enterprise, and data center customers to deliver high-quality voice, video, and data services over wireline and wireless networks globally.

### **Director, Demand Planning**

**2014 – Feb 2017**

Led team of demand managers, inventory analysts, and project managers to generate unit forecast and manage accuracy, S&OP execution, and responsible for Tier I inventory and accuracy metrics for Metro and Data business divisions. Managed BI team to develop reporting for the org.

- ☐ Drove forecast accuracy continuous improvement initiatives based on deal-driven business, focusing on strategic Marketing, Sales and Customer programs to improve accurate demand visibility beyond the customer lead-time horizon.
- ☐ Developed and oversaw cross-functional global inventory reduction initiative targeting slow-moving inventories. Mitigated over \$8M of product through incented sales activity, clearance through broker market, and lot-bid auctions.
- ☐ Successfully managed demand requirements around a supplier transition across 2 product lines with zero impact to on-time delivery metrics and customer satisfaction.
- ☐ Drove lean initiative strategy to convert a product line to a pull methodology, identifying 5 key areas of performance metrics. Resulted in an improved order commit metric to 97% of orders promised to ship within 28 days from an average of 35.

### **Sr. Manager, Inventory Planning**

**2005 – 2014**

Managed global inventory supply chain of \$250M. Directed staff of 7 analysts and project managers, oversight of inventory at 6 global DCs, 3 EMS partners and various 3PL facilities.

- ☐ Project Lead on implementation of ICON-SCM (now E2Open) software – providing inventory pipeline visibility through EMS partners to the OEM level – resulted in an ROI within 7 months – improved revenue results by providing clear-to-build visibility, E&O reduction of over \$5M, and reduced overhead expense of over \$500K.
- ☐ Managed cross-functional inventory action teams across 16 product lines to review metrics and drive inventory process – achieved over \$16M in savings and improved inventory turns by 25%. Acted as coach and facilitated global standardized processes.
- ☐ Developed global E&O business process, driving global standardization and consistency – drove year-over-year reduction in corporate E&O expense by 50% over 5 years.

**GN Resound Corporation (Beltone Division) – Chicago, IL**

A \$300 million global manufacturer and marketer of hearing aids and technologies.

**Director of Materials****2000 - 2005**

Directed materials, production planning, and international logistics operations for Beltone Electronics, a division of GN Resound. Managed international logistics for 5 worldwide subsidiaries. Directed a staff of 23 and a \$2 million operating expense budget.

- ❑ Key team member in global logistics and manufacturing transition project. Directed transfer of several production lines from Chicago to Xiamen, China in order to realize significant labor savings. Challenges included transfer of the quality system in order to maintain product integrity, maintaining customer service levels, and effective management of raw inventory to minimize loss. Responsible for transitioning accurate forecasts from plant to plant.
- ❑ Project manager for conversion of local stocking facilities from manual to automated carousel picking systems. The project reduced the number of maintained SKUs by 20%, reduced labor requirements by 60%, reduced warehouse floor space requirements by 60%, and improved overall inventory and picking accuracy by 15%.
- ❑ Developed an SAP-based electronic token delivery system to automate production line component replenishment from the stockroom. Achieved goal of reducing overall inventory by 25% and increased inventory turns by 33%, with direct to bottom-line profitability.

**International Operations Manager****1995 - 2000**

Responsible for all operations of a fast-growth International Division of Beltone (average 20% per annum). Managed all facets of multi-facility operations including customer service, order scheduling, export logistics and trade compliance, financial reporting, and systems development. Drove new business processes and developed KPI reporting delivering significant benefits.

**Variety of Operations Positions****1985 – 1995**

Production & Inventory Control Manager, Inventory Control Supervisor, Senior Materials Analyst, Production Control Scheduler

**Education & Skills**

**MBA** - concentration in Operations Management - DePaul University, Chicago, IL.

**BS** degree in Operations Management / Information Systems - Bradley University, Peoria, IL.

**Microsoft Office** – Excel, PowerPoint, Word, Project, Access, Outlook, Sharepoint

**SFDC** – Salesforce.com software

**Professional Affiliations & Certifications****Operation Migration – Chairman of the Board****2017 - Present**

Operation Migration is an environmental 501(c)3 organization dedicated to the re-introduction of the endangered Whooping Crane in the eastern United States with an AOB of \$500K.

**CSCMP (Council of Supply Chain Professionals) -**

**2009** - Achieved 2<sup>nd</sup> Place in Supply Chain Innovation Award – co-presented case study on behalf of Tellabs on the employment of supply chain visibility tools and supplier agility programs.

**ITIL** – Certified September 2017

**CSM** – Certified Scrum Master – September 2017

**LSSGB** – Certified Green Belt – December 2017

**ECBA** – Business Analyst – IIBA - December 2017

American Production & Inventory Control Society (APICS) - **C.P.I.M.** certified.