

# Amarnath Reddy Yeddula

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**Innovative and transformational leader** in turnaround of business operations, core strength in execution contributing to customer service, revenue growth, reduce cost and improve cash flow. **Passion for leadership** in defusing toxic culture and transform organizations to create a positive work atmosphere. **Digital transformation** in operations by implementing advanced supply chain solutions, **ERP/MRP systems**, Salesforce integration with ERP, digitization of workflows to drive efficiency.

## Summary:

1. AMETEK (\$7B Revenue) - DVP global operations managing 8 plants globally, responsible for manufacturing and supply chain operations, including sourcing, Global SIOp, OPEX, managing \$970M revenue.
2. KOHLER (\$9B Revenue) – VP Supply Chain NA was responsible for Global SIOp, inventory management of \$576M Warehouse & Transportation Operations, Customer service. Managed revenue size \$3.5B, SC cost \$550M
3. Shaw Inc (\$6.5B Revenue) – Sr Director Supply Chain was responsible for Global SIOp, digitizing the global trade management (Digitized 150 suppliers, freight forwarders, sourcing and planning), managed inventory of \$1.78B.
4. Philips Lighting (\$7B EURO) – Head of supply chain for Canada involves SIOp, Warehouse & Transportation, Customer service, OPEX, managed \$45M inventory. Plant manager for multiple sites in Mississippi (\$150M revenue)
5. Whirlpool Corp (\$21B Revenue) – Sr Manager Supply Chain was responsible for APS implementation, MRP/SAP SD integration, 24/7-night stream design, deployment and management and Data analytics.
6. Blue Yonder – Sr IT Consultant was responsible for APS implementations, APS-ERP integrations for various customers like Siemens, Alcatel, Philips Semiconductor, Dole foods, British American Tobacco in US, Europe and Asia.

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## Education

MIT, Sloan School of Management, Boston, MA | **MBA**, June 2019

Indian Institute of Management, Mumbai, India | **MS Supply Chain Management**, June 1999

Osmania University, Hyderabad, India | **BE, Civil Engineering**, June 1998

## Professional Experience

### **DVP Global Operations, AMETEK MCT Division, US**

**2023 - Present**

Part of P&L management, responsible for driving **global operations** involves SIOp, customer service, Plant operations (8 plants globally), global supply chain planning, revenue operations, Inventory management, and OPEX.

- Instrumental in the turnaround of division operations from crisis to stability of the business.
- ~\$970M revenue, **8 plants (Europe, Asia, US, Mexico)**, \$239M Inventory, global logistics and customer service
- Transformation of plant operations, global supply chain to eliminate parts shortages, reduce lead time and improved **OTD by 17%, past due reduction by 28%**, and long-term strategy for subassembly operations.
- Driving strategy to assess make/buy strategy and drive spending in low-cost regions (LCR).
- **OPEX** to drive cost savings yoy (1.5% of the revenue), LCR spend above 20% of the revenue.
- **Data analytics** and created e2e supply chain visibility to drive proactive actions, speed in supply chain.

### **VP Supply Chain North America Operations, Kohler Kitchen and Bath, US**

**2021 - 2023**

Part of P&L management lead the global supply chain operations including SIOp, **SAP-IBP implementation**, supply planning, Inventory management, Warehouse and distribution, customer service, and end-to-end supply chain processes optimization. Experience in managing Union employees and 3PL sites.

**\$3.5B revenue**, 12 distribution centers with 6M set space, ~1500 employees, \$576M of Inventory.

- Lead the transformation of SIOp process to drive alignment of demand/supply globally.
- Customer service **OTIF** improved 62% to 86%. And past dues were reduced from 18 days to 3 days.
- The turnover of warehouse operations improved **productivity** by 33.6%, revenue growth from \$2.5B to \$3.5B.
- SC cost reduced from 11.5% to 9.8% of sales through productivity, space reduction, and **lean** initiatives.
- **Advanced SC analytics** for proactive problem solving and drive visibility.
- **Control tower** process to drive effective tactical supply chain operations to drive efficiency and agility.
- **Center of excellence** to drive strategic planning, inventory management at DCs and plants, network strategy, cost initiatives to support service, growth, cost reduction and working capital.

## Sr Director, SIOp and Transformation, Shaw Industries, US

2019- 2021

Lead the transformation of **SIOp** process, supply planning and inventory management, implementation of global trade management platform to connect **200+** suppliers, freight forwarders with sourcing and planning.

**\$5.5B revenue**, \$1.8B inventory.

- Lead the **SIOp** process to Improve forecast accuracy from 37% to 55%, Inventory turn from 1.8 to 2.1 turns.
- Implemented a **statistical safety stock** process to optimize the inventory and reduced E&O.
- Effective implementation of S&OP process and **alignment of all businesses** with clear communication
- **Digitized the global trade management platform** of \$2B business unit.
- Advanced supply chain analytics, **machine learning algorithms** to drive forecast accuracy, Optimized end to end supply chain to reduce lead times to customers, reduced cost, inventory and E&O.

## Head of Supply Chain Operations, Philips Lighting, Canada

2016 – 2019

Part of P&L management, accountable for all commercial supply chain operations, including sales & operations, supply planning, inventory management, customer service, transportation and warehouse operations.

4 business units, **\$400M** revenue, \$38M SC cost and 120 employees with **union**.

- Forecast accuracy improved from 43% to 63% at sku level, and fill rate from 43.3% in 2016 to 97% by 2017.
- Led turnaround of Canada supply chain operations in less than one year, driving sales growth.
- IWD cost reduction by 1% YOY by DC consolidations (4 into 1), air freight reduction by 90%.
- Reduced Inventory from 19% to 12.8% of sales; generated \$38M cash flow.
- Implemented a smart app based automated customer service platform for complex make-to-order.
- Strategic roadmap for **digital SC strategy** to enable growth and create competitive advantage.
- **AI/BOT solution** in to increase efficiency and **speed** in commercial operations.

## Director, Supply Chain and manufacturing Operations, Philips Lighting, US

2012 – 2016

**Turnaround** of operations managed complex end to end operations for commercial indoor lighting. I was responsible for **2 plants** of 800k sft with union. Managed SIOp, inbound supply chain, customer service, production planning and scheduling, production operations, product support engineering (BOM), manufacturing engineering, technical service center and quotes, facilities management, safety and quality, lean transformation.

**\$150M** revenue, 500 employees (union), \$45M of cost, \$80M procurement spend and \$3M capital expenditure.

- On Time Delivery (OTD) improved from 67.3% in 2012 to 95.4% by 2013.
- Reduced inventory from 18% to 8.5% of production, resulted in \$10M cash flow.
- Improved total (fixed+ variable) productivity 5% year over year.
- Reduced cost of non-quality (CONQ) from 2.6% to 0.32% of sales in 2 years
- 5 complex factories consolidations reduced \$84M fixed cost savings.
- Achieved double digit BOM savings >10% savings year over year.
- Implemented 3 phases of lean, Improved visual management, product quality and speed of execution.

## Senior Supply Chain Manager, Whirlpool Corp. US

2005 – 2012

Responsible for implementing Blu Yonder SCP solution, SAP APO – ATP, SAP R/3 back-order prioritization, R/3 – MRP integration, Data analytics, demand forecasting implementation to improve forecast accuracy, factory master production schedule implementation and inventory management solution.

- Supply Chain and manufacturing **Production Systems Support** and processes for \$15B revenue operations,
- \$1.4B inventory management across 20 distributions centers, **MRP support for 13 manufacturing plants.**
- **24/7 production systems support** to drive the uninterrupted operations
- Capacity planning **for hard drive and memory planning**, database management
- Improved product availability from 87% to 93% with optimized inventory to 15 days of supply.
- 8 direct reports consist of systems analysts, advanced data analytics.
- Reduced inventory by \$400M in 2008-2009, drove cash flow for Whirlpool.
- Cost savings of \$22M annually by expediting transportation and expedited parts.
- **Systems integration for \$5B acquisition** of Maytag corporation (SCP, SAP SD, MRP, Warehouses systems)
- Statistical **safety stock** planning by location using normal distribution methodology (\$1.4B Inventory)
- **Distribution planning** across (~500 trucks/day) and integration of systems for customer promising.

## Consultant, Siemens & Blu Yonder, Germany, Hungary, France

2001 - 2004

Implemented Supply Chain solutions and systems integration for customers in Europe, Asia and North America are fortune 500 companies (Siemens, Alcatel, British American Tobacco, Dole foods, Philips Semiconductors etc.)

## GSK, Supply Planning Analyst , India

2000 – 2001

- Supply Chain analyst to support MRP process, production scheduling, inventory management.