

## JEFFERY R. HOLMQUIST

35 Circle Drive  
Deer Park, Illinois 60010  
(847) 909-8297  
jeffrholmquist@gmail.com

### SUMMARY

---

Business transformation and performance improvement executive and advisor. Skills include strategic planning, process reengineering, project leadership, business analysis, and change management. Functions include e-commerce, marketing, human resources, finance, legal, supply chain, product management, and information technology. Demonstrated ability to lead cross-functional teams to significant bottom-line results.

### EXPERIENCE

---

**JRH CONSULTING, INC.**, Deer Park, Illinois

**2006-Present**

**President**

*Transformational strategy development and execution for breakthrough results.*

- Currently leading website design and development projects for multiple clients.
- Provided consulting for a \$4 billion educational resources provider on financial reporting for a new business process, including month- and year-end close, analysis and reconciliation, and exception reporting.
- Advised \$48 billion global consumer packaged goods manufacturer on streamlining processes, rationalizing data, and implementing SAP.
- Consulted with \$5 billion beverage manufacturer and distributor on strategic data management program to document processes, identify master data, and recommend improvements.
- Advisory Board member for start-up on-line pet store and library; developed 3-year operational plan.

**NEOGRID**, Chicago, Illinois

**2005-2006**

**Director of Product Management**

Led product development, competitive benchmarking, customer support, and training for all sourcing applications and services for largest retail industry Internet exchange.

- Developed industry-leading product and service offerings, pricing structures, and sales materials.
- Assisted sales team with business development and global customer acquisition, tracked revenue generation, and coached account managers to ensure maximum revenue from each customer.
- Gathered and prioritized customer requirements; directed the design, development, testing, and implementation of new systems and functionality; and ensured quality of software releases.
- Consulted with customers to resolve issues, share best practices, and communicate development roadmap.
- Managed development of training materials, quick reference guides in multiple languages, and documentation.

**SEARS HOLDINGS CORPORATION**, Hoffman Estates and Chicago, Illinois

**Operations Manager** (2004-2005), **Integration Manager** (2000-2004)

Led cross-functional teams on a broad range of projects to improve operations.

- Managed \$6 million budget, handled vendor relations and contract management, and improved retail operations.
- Led project to increase supply chain visibility, decrease inventory carrying costs, and manage by exception.
- Managed team of 15 supporting corporate reference data for products, vendors, and facilities. Developed strategic information plan to further automate data collection and improve data integrity.
- Co-led team piloting CPFR (Collaborative Planning, Forecasting, and Replenishment) with suppliers which decreased inventory by 25% and increased fill rate by over 10%.
- Received award for exemplary customer service.

**Strategic Initiative Director** (1997, 1999-2000), **Strategic Initiative Manager** (1995-1997)

Led buying teams in analyzing current expenditures, exploring sourcing alternatives, and negotiating final agreements to decrease costs, increase quality, and ensure service of supply. Also led quality improvement teams.

- Led strategic sourcing team that saved \$12 million of annual spend, decreased vendor base by nearly half, and developed financial tracking model for bed and bath textiles.
- Co-led process improvement teams that identified savings of \$19.5 million for home appliances in-warranty service expense and savings of \$8.5 million for apparel signing. Led strategic sourcing team for construction materials that saved \$1 million.
- Led teams improving promotional buying processes for home improvements business, merchandising processes for hardware stores, and documenting strategic sourcing and process improvement methodologies.
- Led 729 Sears Volunteers participating in Chicago Cares Serve-a-thon to beautify the city.
- Received Chairman's Award for volunteerism.

**Director of Volunteerism (1997-1999)**

Responsible for all volunteer activities for 335,000 associates and 133,000 retirees.

- Developed five-year strategic plan for Sears Volunteers.
- Exceeded commitment to Retired General Colin Powell's America's Promise campaign of 300,000 volunteer hours by the year 2000.
- Supported Sears' units in planning and implementing volunteer projects, and led associate volunteer committee.
- Received award "In recognition of your outstanding leadership and contribution" to Sears Volunteers.

**Quality Manager (1993-1995)**

Improved the efficiency and effectiveness of work processes by applying quality management and process improvement techniques.

- Co-facilitated marketing business reengineering project resulting in over \$30 million in annual savings; co-facilitated business reengineering and systems architecture projects for finance department.
- Facilitated process improvement projects for the legal and information technology functions.
- Facilitated projects to improve accuracy and timeliness of parts look-up information and streamline the retail store remodeling process.
- Participated on team that developed benchmarking methodology.

**Systems Consultant (1990-1993)**

Developed strategic plans for business units to utilize information technology to enable the business' vision.

- Developed enterprise-wide strategic information systems plan in partnership with Big 4 consulting firm.
- Managed company information systems measurement program. Applied Information Economics to systems budgeting and approval process.
- Led application development teams through full SDLC (Systems Development Life Cycle) for sales reporting and project management systems.
- Initiated program to recognize associates for customer focus, intrapreneurship, and developing others.

**EDUCATION**

---

**UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS**, Chicago, Illinois

**Master of Business Administration**, Management

**UNIVERSITY OF ILLINOIS**, Urbana-Champaign, Illinois

**Bachelor of Science**, Accountancy

**Bachelor of Science**, Business Administration, concentration in Organizational Behavior

**PROFESSIONAL TRAINING AND AFFILIATIONS**

---

Training courses include:

- **Leading and Facilitating Organizational Change**, American Productivity and Quality Center
- **Consulting Process Workshop**, A.T. Kearney
- **Benchmarking – A Strategic Approach**, IBM
- **Reengineering: The Implementation Perspective**, Hammer and Company
- **Process Analysis and Documentation**, Ernst & Young
- Numerous leadership, management and systems development courses and seminars

**Barrington Area United Way** – Treasurer (2013-present), Immediate Past President (2011-2013), President (2009-2011), Vice President (2007-2009), Board of Directors (2005-present)

**Sears Coats for Kids** – Treasurer (2001-2005)

**Volunteer Center of Greater Barrington** – Board of Directors (1999-2002)