**Ken Kansky**

**Needham, MA 02492-3931**

**781-249-4144 E-mail** STLRBLUE@AOL.COM **WWW.J3TSAM.COM**

 **supply chain operations. logistics. warehouse management, inventory control, Real Estate agent, SAG-AFTRA union actor, high end sales, constable**

SUMMARY:

* 15+ years of experience in the Food & Beverage Industry including 10+ years Consulting and providing research on Supply Chain issues to CPG, beverage clients, research organizations, Start ups, OEM China manufacturer, a Biodiesel Branch expansion with Merger & Acquisition in New England, Interim head of Logistics for Vitasoy USA in 80% of USA and Canadian Supermarkets. WMS/ERP/SAP/TMS/AS400. Operations Mgr for international tobacco company. and now Logistics Director for 501(c)3 Agency. Risk Assessment and mitigation to strategical source raw materials, food, and supplies within the supply chain to streamline warehouse safety stock and never run out of stock with alternative scenarios demand planning.
* Current Logistics Director, with previous 100K sqft temperature controlled warehouse reverse inbound TL/LTL/RAIL/OCEAN & AIR. Scheduled inbound logistics for clients: Walmart, Raytheon, Staples, Best Buy, Costco, Waste Management, Salvation Army, Konica Minolta, Pitney Bowes, LG electronics, USA GOV and thousands more. Directly Managed a Fleet of Class A and Class B drivers. 3PL, Commodities outbound to the world with zero landfill.
* PENN STATE UNIVERSITY (3.56 GPA) A- Graduate Certificate of Supply Chain Management
* HOFSTRA UNIVERSITY BA College of Arts and Sciences (psychology/ English)

 **PROFESSIONAL EXPERIENCE**

KANSKY & ASSOCIATES, Needham, MA July 2004- Present

Supply Chain Management Consultant

Supply Chain Operations, Logistics, Warehouse Management, Strategic Procurement, Inventory Control, Fleet management, Demand Planning, Materials Management, Sales Management, Software Implementation, JITD, the Bullwhip effect, ERP, MRP, WMS, TMS, 3PL, 4PL, Excel 20 years, data analysis of key performance benchmarks for kaizen lean standard operation procedures, root cause analysis, 5Y, “Bullwhip Effect”, and Japanese Kiertsu methodology of “Parent”/ “Child positive reward relationship models of symbiotic supplier grow based on loyalty, pricing, business growth and earnings. Global Wonks & Quora SCM writer.

* Gerson Lehrman Counsel of Advisors: Food and Beverage since 2003. JITD, ERP, MRP; SAP
* Commonwealth of MA REAL ESTATE Salesperson License 9570170 ; Constable & Notary Public
* SAG-AFTRA Union Actor, 30 film/tv IMDb listed, 3 commercials, 1 Print
* CPR-AED-First Aid CERTIFIED , Expired Life, Health, and Disability Insurance License.

MIDDLESEX HUMAN SERVICE AGENCY, INC**. 501C3** September 2018 - January 2020

**Logistics Director**

Manage 15 MM spend of strategic procurement for all Purchasing, Food Service, and Warehouse to a 501(c)3 human services agency responsible for warehousing, fleet management, facilities spend, various shelters, recovery homes, congregate housing, scattered site housing, soup kitchen, substance abuse programs, food pantry & mobile market, donations coordination and alignment with The Greater Boston Food Bank. Data Analysis for key performance indicators and benchmarking data for analysis.

RECENT PROJECTS:

* **FRONTO KING LLC Dorchester, MA Operations Manager Multi-Million Dollar Tobacco Co.**
* Supervised Boston’s warehouse & factory. Alignment of manufacturing in Dominican Re- public with the farms in USA for streamlined cost and labor savings. Strategic Procurement, logistics, sales targeting, distribution, packaging, inventory management and software implementation for benchmarking KPI’s and material management. Grow the portfolio with flavors and guerrilla marketing trade shows to cement status as a premier specialized tobacco brand worldwide.
* **SAINT GOBAIN / NORTON ABRASIVES: Worcester, MA Plant 7 Manufacturing, Plant 1 Secure cages and ISO ROOM. Tooling Inventory Control Project to streamline costs and for operational physical and financial transparency. Undercover business shadowing of major key executive before retirement to understand ordering data analysis through detailed inventory analysis of all tooling equipment for the Norton Abrasives ceramic grinding wheel plant and press machinery with 12” and under being moved to Mexico.**

ELECTRONIC RECYCLERS INTERNATIONAL now ERI DIRECT Holliston, MA

Logistics Coordinator (highest logistics rank in MA, NY, CT, RI, ME, NH, VT)

 July 2016- February 2017

* Reverse Logistics, inbound electronics from 50 states using proprietary ERP/WMS/TMS “Track Tech” Software, Inventory control and forecast planning from major Fortune 500 clients.
* Outbound commodities to the world. TL, LTL, RAIL, OCEAN, and AIR with Zero Landfill.
* Forecast and schedule loads, assets and electronic waste, salvage, and all internal company transfers.
* Key Performance indicators tracking, against history and demand planning.
* Manage private fleet of truck drivers of Class A and B with price matrix against 3PL negotiations with brokered lanes and trailer rentals for total cost of ownership with reverse auctions.
* Ongoing Document control and OSHA, DOT, & Safety compliance.
* Scaled weights all inbound and outbound inventory and yard dock control exporting plastics, metals & glass.

VITASOY-USA Ayer, MA Nasoya & Azumaya June 2015 - December 2015

Contract Logistics Manager (completed full assignment and trained new employee)

* In charge of all logistical operations of inbound raw materials and outbound finished goods using TL, LTL & Rail within North America. Perishable foods cold chain with vertical warehousing crane systems and cold staging area.
* Lowered the costs of freight per pound from **5.5 cents down to 3 cents** for Walmart and allied customers.

INDEPENDENCE BIODIESEL Hyde Park, MA 2013- 2014

General Manager

* Build subsidiary of Tri-State Biodiesel from the ground up, in Eastern MA, with Metro Boston into Southern Maine being the optimal target location. Manage all aspects of operations, driver management, fleet management, facility management, business development, customer service, with P&L benchmarking, and **acquisition of Boston Helios that grew the business** **1700 percent** **in 9 months**.

TW LIGHTING/ SAVIO LIGHTING, MA Needham, MA 2012-2013

Commercial Accounts Executive

* **$475,000** in new **B2B** sales volume since inception of this **OEM LED** light manufacturer with factories in China and warehousing/showroom in USA.
* Energy Star and Mass Save Partner utilizing the industrial upstream rebate program for commercial business accounts.

COCA-COLA ENTERPRISES Needham Heights, MA 2003- 2004

Warehouse Supervisor

* Direct and supervise: Needham Heights, Coca-Cola Bottling of New England’s Central Warehouse.
* Manage company checkers, union forklift operators, union route builders, union drivers , nurse and security, and all other personnel to achieve maximum utilization and efficiency of the distribution warehouse with SAP and benchmarking key performance indicators of the various teams for streamlined operations. Kaizen, inventory control, ongoing OSHA training, safety compliance, FDA and

IONICS INC. AQUA COOL PURE BOTTLED WATER (now Nestlé Waters)

Operations Manager Watertown, MA 2001- 2002

* Supervised and directly managed Eastern MA, Rhode Island, and New Hampshire’s Aqua Cool consumer water group distribution.
* Tracked bottled water volume sales vs. budget.
* Computed inventory transactions, driver commissions, and complex payroll.
* Designed and sequenced route density. Hired and trained new employees.
* Enforced company policies and created procedures for efficient management of materials fleet maintenance, and safety in the workplace.
* Managed customer complaints and worked with the customer service department to service clients.

UNION BEER DISTRIBUTORS L.L.C., “BUDWEISER” BROOKLYN, NY

Inventory Control Manager 1997- 2000

* Worked directly with the vice president of 7 Budweiser Distributors and all local department heads (sales, operations, finance, warehouse to forecast the supply and demand of Anheuser-Busch in Brooklyn, NY.
* Coordinated the arrival of 250 different SKU packages from breweries across the country and Germany, to daily scanner physical cycle counts of a 100,000 square foot temperature controlled warehouse.
* Coordinated with ATF and state tax representatives the destruction of old code beer, and monitored fresh code dating in the warehouse.
* Received letter of commendation from Beck’s North America for excellence in product distribution for the New York Metro market.
* Maintained a 0.05% shrinkage on a daily estimated ten million dollar inventory stock saving $500,000 annually.

**Education**

**PENN STATE UNIVERSITY**, Smeal College of Business University Park, PA

Graduate Certificate of Supply Chain Management, 3.56 GPA A- Ranked #1 SCM by GARTNER

**HOFSTRA UNIVERSITY**, Hempstead, NY

 BA College of Arts and Sciences, Major: Psychology Minor: English

**MEDIA PERFORMANCE INSTITUTE**, **Boston, MA**

[www.bostoncasting.com/stlrblue](http://www.bostoncasting.com/stlrblue) Acting, Stand-up Comedy, Voice Over, Improv

ADDITIONAL WORK EXPERIENCE

SAG-AFTRA UNION ACTOR- IMDb Listed.

**30** TV/Feature Film Credits, 3 Commercials, 1 Print

AKVA USA INC. AKVA SPRING WATER OF ICELAND (now Vermont Pure)

New York Regional Sales Manager Hicksville, NY 1996 -1997

* Oversaw all sales aspects including distribution and placement of AKVA Spring Water throughout New York Metro, Long Island, northern New Jersey, and eastern Pennsylvania until company was purchased by Vermont Pure. Investor Funding was lost but this was the first of eventually 3 successful Icelandic waters supplied to the USA.

THE COCA-COLA BOTTLING COMPANY OF NEW YORK 1994 – 1996

District Sales Manager – Bulk Division 7.7 MM territory Hauppauge, NY

* Managed sales, marketing, and promotional programs for all of the Coca-Cola and allied brand products.
* Lead a team in the successful pre-sales launch of Coca-Cola’s Project 2000 creating a computerized distribution pre-sell NY Metro test market that was adopted nationwide. Received “Sprite Award”.

CANADA DRY AND COORS BOTTLING OF NEW YORK Melville, NY 1992 – 1993

Field Sales Representative promoted to District Sales Manager Managed all aspects of sales throughout Suffolk County, NY

 VOLUNTEER

**THE NATIONAL CFIDS FOUNDATION, INC. (501C3) Needham, MA**

[WWW.NCF-NET.ORG](http://WWW.NCF-NET.ORG) Logistics/ Executive Assistant 2000 - PRESENT