Ken Kansky

103 Aletha Road

Needham, MA 02492

1. Penn State University Graduate Certificate of Supply Chain Management 3.56 g.p.a 2008
2. Hofstra University BA in psychology/ English with decent working knowledge of Spanish passed 3 levels in college. 1993

3. 2003-Present Appointed to Gerson Lehrman’s Food and Beverage council of advisors.

4. Learned inventory Control with software, cycle counting, shrinkage, damage, breakage, theft, working for Brooklyn Budweiser aka. family owned (Sheehan) Union Beer Distributors LLC including inbound and outbound warehouse receiving, inventory on trucks, security inbound / outbound with seals, inventory software, scanner guns for sku tracking, database management and budget for demand planning. Received letter of commendation for inventory excellence from Beck’s North America while a designated shipment was lost in a hurricane from Bremen Germany to Port Elizabeth, NJ. (Emergency sourcing by trading with other USA distributors to cover safety stock.)

5. Fleet management at both Electronics Recyclers International, Ionics Aqua cool pure bottled water route supervisor and negotiations for inbound/ outbound export and ocean document control with commercial truck scales. Dock control and route scheduling with Independence Biodiesel a start up company and interim head of logistics at Vitasoy-USA for distribution of cold chain logistics to 80 percent of USA fresh produce section of supermarkets (Nasoya Foods) including cross docking for all grocery Walmart departments in USA by Chicago Americold perishable center. (Reefers) Also as DSM at Coca-Cola I had direct supervision of Class A trailers & B beverage trucks running 4 days per week 10 hour union shifts for 6 days a week and merchandisers with pack out, rotation and price change, supermarket shelf resets and displays according to sales calendar.

6. As Logistics Director used accounting software to reconcile accounts payable to accounts receivable of Purchasing department General Ledger, strategic procurement of Food & Beverages designing (SOP’s) streamlined standard operating procedures and ordering guide sheet with par levels, including donations from the Greater Boston Food Bank for many different charity programs. Major suppliers were Sysco, Performance Food Group, Shirazi for eggs and dairy and JW Lopes for produce for commercial kitchens, HT Berry and Coast for janitorial supplies, office supplies by WB Mason, Staples Advantage, Uline, & industrial wood block furniture for heavy use.

7. Award winning District Sales Manager for Coca-Cola Bottling of New York during project 2000 in the bulk division of 7.7MM territory in Long Island poached from being the youngest Canada Dry Bottling of New York (Harold Honickman) District Sales Manager promoted from field sales as winner of “Cadbury Kid” Crush soda collegiate summer long sales contest in Brooklyn, NY. 1992

8. I used software to route trucks and monitor by g.p.s. used Ryder telematics software, road show/net for grouping stops, preventive maintenance, and management of commercial drivers. andSAP, ERP, MRP. Purchase orders, quotes, negotiations, reverse auctions for 3pl trucking. Truck GPS. DOT biennial reporting including heavy use tax for highways such as NY. Export of glass by 40’ container’s to Spain by port of Boston and metals to plastics. Inbound of soybeans, diatomaceous earth for waste water by rail, emergency 2 teamed truck driving for multi-state stop, full truck load, LTL and with temperature control devices in center of pallet. In bound Air freight delivery as needed. I moved the operational warehouse without any flight fines for SKY Chef’s utilizing 13 airlines to prevent a drawbridge choke point between Chelsea and East Boston including beverages and snacks, bonded storage cages for wine and beer, and branded airline items.

9. For Fronto King a start up tobacco brand about 10MM gross per year, I sourced heat sealing packing machines and package film from china, worked trade shows, reverse sales targeting, and implemented a computerized cashier system of inventory control that was tied to existing accounting software as well as manage and track key performance Indicators (KPI’s) by production and time clock management. 3 shifts.

10. I am first aid certified, CPR-AED, non violent crisis prevention my fork lift has expired. I’m knowledgeable of warehouse design, management and safety.

11. For fun I am a SAG-AFTRA union Actor doing bit parts in 26 local films such as Stronger with Jake Gyllenhaal and I have been scuba certified since 96 in warm water reef systems and try to invest as much as I can. I have been in 4 local Wahlberg films but paid for 5 because I was fitted as a cop before the production of Stronger stole me away before Patriots Day. I placed 2nd place in Hofstra’s Strongest Bench press competition 200Lb + division. 1992. I listen well and built great teams because I’m not afraid to roll up my sleeves. I once painted a warehouse floor with 3 part epoxy after acid etching/brushing in full hazmat suit to comply with a start-up real estate lease requirements.