

JAMES SMITH

Lindenhurst, IL ♦ jamesmith@gmail.com ♦ 222-222-2222 ♦ www.linkedin.com/in/james-smith

TRANSFORMATIONAL SUPPLIER ~ MANAGEMENT / DEVELOPMENT / QUALITY ~ EXECUTIVE

- Bi-lingual (French and English) strategic problem-solver and multidisciplinary business executive with an unprecedented record of implementing improvements and programs that have delivered millions of dollars in cost savings, exponential reductions in errors and lead time, and exceptional gains in optimized business processes.
- Skilled at creating and leading global organizations in the automotive and healthcare industries in the core areas of procurement and supplier management: quality, supplier development/quality engineering, supplier operational excellence.

AREAS OF EXPERTISE

Supplier Quality Performance | Business Analytics | Inventory Management
Operations Management | Supply Chain | Strategic Planning | Project Management
ISO Standards | Process Improvements | Key Performance Indicators (KPI)

PROFESSIONAL EXPERIENCE

ABC Company, Deerfield, IL

GLOBAL DIRECTOR: SUPPLIER DEVELOPMENT ENGINEERING- SUPPLIER DIVERSITY & SUSTAINABILITY

01/2020–Current

GLOBAL DIRECTOR: SUPPLIER DEVELOPMENT ENGINEERING

02/2018–01/2020

- **Achieved \$7.5M in cost savings** by pioneering a supplier operational excellence program in APAC, Americas and EMEA with a launch of 15 Six Sigma Black projects and the completion of 45 VIP projects.
- Spearheaded a corporate strategy business transformation program across 56 manufacturing plants, 6 global business units, 5K Direct raw material suppliers, with an **annual spend of \$2.78B**.
- Transition from a reactive to a proactive global supplier quality platform by **reducing 50% of incoming inspection**, achieved by putting emphasis on supplier process capability Cpk instead of AQL—**resulting in \$2.5M cost savings**.
- Effectively **reduced opened SCARs/CAPA from 36% to 5%** in global operations by instituting risk-based supplier quality performance, inventory and operations management, auditing and monitoring program.
- Design and integrate a supplier diversity framework into the company's procurement strategy for direct and indirect material and **increased diversity spend from 3% to 5.2%**.
- Lead the re-establishment and launch of supplier sustainability—capturing supplier opportunities under 80% of spend and **driving response rate from 50% to 75%** in the areas of Human rights, Environment, Ethics and sustainable procurement.
- Launched new SNC electronic solutions program that resulted in an **83% gain in optimized business processes, lead time reduction from 21 days to 7 days, and labor savings of 8 people** by accelerating each phase of the process and eliminating redundancy.
- Implement a sustainability project which resulted in a **reduction of production scrap from 80% to less than 1%**.

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XYZ Inc., Troy, MI

REGIONAL MANAGER: SUPPLIER DEVELOPMENT & QUALITY ENGINEERING

08/2015–02/2018

SUPPLIER DEVELOPMENT & GLOBAL SUPPLIER DEVELOPMENT PROCESS MANAGER

12/2014–08/2015

- Supervised 4 managers and 25 employees at 8 manufacturing plants located in: **Mexico, US, Canada & Brazil.**
- Managed and evaluated the plants operational efficiency with supplier components for 8 facilities and achieved an **80% year over year reduction in costs** related to non-quality.
- Directed **4 product lines**: Closures Motors, Closures Electronics, Roofs, and Interiors.
- Established worldwide supplier development process encompassing **6 global sites, 25 SDEs team members and 11 plants.**
- Increased **delivery performance from 53% to 100%** for 7 suppliers and reduced **supplier PPM (Defects Parts per Million) from 118 to 18.**

GHI Company, Dixon, IL

08/2001–12/2014

SENIOR SUPPLIER DEVELOPMENT & QUALITY ENGINEER

- Worked with the **suppliers in India** to select the impregnation process and **reduced the reject rate from 50% to 10%.**, resulting in a **savings of \$240k.**
 - Reduced **sorting activities by 80%** and completed six new programs with **0 quality issues** with our suppliers.
 - Implemented continuous improvement activities with supplier that led to a **16% productivity increase.**
 - Reduced air shipment costs **from \$800k per year to \$0.**
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EARLY CAREER HIGHLIGHTS

- Worked with external customers to build and establish technical instructions, which led to the **reduction of porosity /shrinkage of goods by 25% and a savings of \$250k.**
 - Developed and implemented process improvement projects that increased product and process quality, resulting in a **reduction in reject rates from 15% to 7%.**
 - Extensive experience in quality engineering, lean manufacturing, and product/process design.
 - Led and managed more than four new models launches to successful completion for Honda Canada, Brazil, Mexico, and Honda USA.
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EDUCATION

M.B.A. Business Administration - Columbia Southern University, Orange Beach, AL

M.T.M. Engineering Technology - Bowling Green State University, Bowling Green, OH

B.S. Engineering Technology – Bowling Green State University, Bowling Green, OH

CERTIFICATES:

<ul style="list-style-type: none">• Six Sigma Green Belt• IATF 16949 Certified Auditor• Quality Improvement (Red X, 8D, 5 Why)	<ul style="list-style-type: none">• Six Sigma Black Belt• ISO 9001• Problem Solving & Decision Making with CAPA	<ul style="list-style-type: none">• Formal Q Certification by VW• VDA6.3 Certified Auditor• Statistical Process Control
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