



Tom Melcher

Operations & Supplier Management Services

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ABOUT ME

Accomplished multi-site manufacturing and global supplier management leader with over twenty-five years of experience helping organizations across industry sectors meet challenges for increased competitiveness, reduced cost, improved efficiency, and increased profitability.

Areas of special interest and specialization include Multi-site Manufacturing Leadership, Supplier Development/ Performance Management, and Special Project assignments to reduce lead-time, drive efficiency, and increase profitability. My early career in management consulting was complemented by leading my own manufacturing company then serving in leadership roles with several Fortune 500 corporations and PE backed businesses. The combination has equipped me to quickly engage in key business initiatives and help drive success.

SERVICES

- OPS**
Manufacturing Support: strategic & tactical
- LM**
Lean/CI Management – Process Efficiency
- SD**
Supplier Development & Perf. Monitoring
- SM**
Strategic Sourcing / Supplier Management
- SP**
Special Projects: Operations & Supply Chain

EDUCATION

Aquinas College, Grand Rapids, MI
Business Administration & Computer Science

Certifications
Lean/Six Sigma Black Belt
ISO9001 Lead Auditor
Malcolm Baldrige Examiner – US Dept of Comm.



EXPERIENCE

General Manager
Precision Aerospace Corp, 2022-2023
Multi-site operations leadership with sales revenue >\$30M, full P&L responsibility, 160 associates and 8 direct reports. Served as Operational Executive presenting financial status and key business results to holding company and private equity board of directors. Led post Covid-19 business recovery, re-established key business relationships, and establish 3-year strategic business plan.

Sr Manager Global Supplier Management
Woodward Inc, 2019-2022
Managed strategic supplier relationships with global casting, forging, and machining suppliers. Negotiated long-term agreements and product pricing, managed supplier performance, and strategically aligned supplier capabilities with operation's needs. Led strategic supplier consolidation & optimization initiative and developed the global casting conversion strategy.

Vice President of Operations
Leggett & Platt – Work Furniture Division, 2018-2019
Multi-site operations leadership with sales revenue >\$100M, full P&L responsibility, 400 associates and 7 direct reports. Implemented New Product Development/NPI process, Supplier Management process, and implemented plant-wide Lean Manufacturing process.

Sr Manager – Global Supplier Development & Relationship Management
AGCO Corporation, 2013-2018
Developed the global supplier development & relationship management program for over 8,000 suppliers, established supplier development teams in Europe, North & South America, and China. Designed and implemented web-portal and cross-functional SRM guideline with supplier performance requirements and classification criteria.

Principal Quality Systems Consultant
Quality Resource Group, 1993-2013
Founded and managed Quality Resource Group with ten regionally consultants providing advanced quality systems and lean manufacturing services across industry sectors.