

# SARAH (SALLY) OCHSNER

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## LOGISTICS / SUPPLY CHAIN PROJECT MANAGER

- Experience in various areas of supply chain management in the high-tech industry. Most recently specializing in freight, logistics (including carrier selection) and inventory management.
- Excellent interpersonal and communication skills working in cross-functional teams internal and external to the company. Focal point for domestics and international carriers.
- Well organized and adapt easily to change, effective in multi-tasking, and take on various projects while maintaining day-to-day responsibilities.
- Reclassified product saving over \$1.3M in duties.
- Negotiate freight contracts, with on-going negotiations throughout the year, resulting in \$75K - \$100K savings annually.
- International experience providing strategic planning and support to off-shore factories.
- Scheduling and planning, accountable for inventory accuracy of high-dollar commodities. Use root cause analysis to determine where problems occur and implement corrective action.
- Implement TSA Cargo Screening Program, working with a cross-functional team of Finance and US Customs.

## PROFESSIONAL EXPERIENCE

### QUANTUM CORPORATION / BENCHMARK STORAGE INNOVATIONS, INC.

2002 - 2018

Boulder, CO

#### Logistics Project Manager

- Managed contracted carriers. Primary member of the carrier selection team determining best carrier for international and domestic requirements based on total cost, provided services, and transit times. Continually negotiate pricing and transit times, realizing a \$75 - \$100K savings.
- Project Manager involvement included overseeing contract manufacturer, warehouse, and carriers to support customer shipments. Special attention on revenue recognition and ensure timely shipments to the customers.
- Liaised with offshore and domestic teams to expedite critical parts and determine best services to use for meeting customer's needs and balancing requirements with potential cost impact.
- Implemented and updated standard operating procedures for logistics and shipping, resulting in standardized process and flexibility to cross train easily.

#### Manager, Worldwide Hubs

2001 - 2002

- Managed all aspects of transportation and inventory processes for our off-shore warehouses (hubs).
- Maintained accurate inventory processes by ensuring all transactions were processed correctly.
- Managed contracted carriers, including being the focal point for the request for quote, carrier selection that best fit business needs, and continual price negotiations. Ensured customs compliance processes were followed.
- Managed Shipping and Receiving departments. Revamped and implemented policies and procedures.

## ADDITIONAL EXPERIENCE

**EXABYTE CORPORATION**, Boulder, CO

**Manager**, Corporate Logistics

- Managed Logistics Department. Developed budget plans. Generated process for international and domestic carrier selection (request for quote). Oversaw all aspects of international and domestic transportation carrier selection, including performing quarterly business reviews.

**EXABYTE CORPORATION** (Continued)**Senior Logistics Analyst**

- Ensured U.S. Import Customs Regulations, and U.S. Export Compliance Regulations are adhered to reduced customs broker base, ensuring tighter clearance controls.
- Involved in U.S. Customs Compliance Assessment. Managed relationship between U.S. Customs, company's Customs Brokers, and worldwide company's locations. Established and maintained ISO procedures and other intercompany processes, ensuring customs compliance for company. Trained internal team.
- Drove product reclassification program, resulting in smooth cargo clearance, customs compliance, and a successful customs protest. The protest saved the corporation over \$1M in duties, as well as cash back of \$350K. Implemented the duty drawback program, resulting in cash back of \$25K.
- Maintained accurate database on Oracle of classification and origin information. Actively involved in the electronic reporting of the export shipments. Distributed classification and origin information to worldwide locations.

**Materials Coordinator / Buyer / Project Manager**

- Managed inventory and the warehouse for pre-production programs. Interfaced between Purchasing and Engineering. Supplied Material Requirements Planning (MRP) spreadsheets for pre-production builds to required participants.
- Purchased and maintained inventory of offshore assemblies from Southeast Asia, as well as raw material needed for drive builds. Interfaced with Southeast Asia and Japan via conference calls, fax, and face-to-face meetings in Singapore and Malaysia.

**STORAGE TEK CORPORATION**, Louisville, CO**Material Specialist, Inventory Control Coordinator**

- Warehousing and Receiving Supervisor. Maintained inventory control for high dollar items, root cause analysis and reconciliation of excess inventory.
- Focal point for physical inventories.
- Reconciled interdivisional accounts, maintained acceptable inventory levels between divisions (Recondition Division and New Build).
- Maintained accurate manufacturing inventory for new product.

**EDUCATION**

Global Course Work, Front Range Community College, Westminster, CO

Seminars at the World Trade Center, Denver, CO

U.S. Customs regulations

Bureau of Export Administration (BIS), annual update conference

Course work for customs brokerage license

Completed APICS course in Material Requirements Planning

**SKILLS**

Microsoft Word, Excel, PowerPoint

Oracle Database

Executive-level presentations (external and internal)

Contract and pricing negotiations