

# Thomas A. Herda

Franklin, Tennessee 37064

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## SUPPLY CHAIN PROFESSIONAL

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*17+ years' success executing a supply chain strategy consistent with company culture, business objectives, and continuous improvement / cost management efforts.*

Accomplished and top performing professional, demonstrating expertise and broad ranging experience in overseeing all facets of supply chain management that significantly contributes to year over year sales growth and operations. Track record of performance identifying and leading supply chain projects that drive operational efficiency as well as the establishment of best practices which resulted in year-over-year improvements in cost, quality, and service of products.

Exemplify keen expertise partnering with both Executive Leadership and cross-functional teams to drive engagement and adoption of processes and programs to support our commitment to continuous improvement and cost reduction. Analytical leader with strong team collaboration skills and extensive experience relaying business and operational principles to personnel on all levels to facilitate change and initiate the organization's core strategic goals.

### Areas of Emphasis

- Project Management
- Supply Chain Operations
- Budgeting & Cost Control
- Purchasing
- Relationship Management
- Vendor RFQ/Negotiations
- Vendor Management
- Importing/Exporting
- Demand Planning
- Logistics Management

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## Professional Experience

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IXS COATINGS, Lebanon, TN

Jun 2023 to Sep 2023

### **Procurement Manager**

Responsible for overseeing the procurement function of a leading chemicals industry company. This includes developing and executing procurement strategies that support the company's overall business objectives, while ensuring efficient and cost-effective supply chain management.

- Developed and implemented procurement strategies to optimize sourcing, purchasing, and supplier management activities for the company.
- Analyzed market trends, evaluated suppliers, and negotiated contracts to obtain the best value for the company.
- Collaborated with cross-functional teams internally and externally to ensure that procurement strategies align with the company's overall business goals.
- Managed the procurement team and ensure that all procurement activities are conducted in accordance with company policies, procedures, and ethical standards.
- Established and maintained strong relationships with suppliers to ensure timely delivery of quality products and services at competitive prices.
- Developed and maintained metrics and performance indicators to measure procurement effectiveness and identify opportunities for improvement.
- Worked with internal stakeholders to identify cost savings opportunities and implement strategies to reduce costs without compromising quality.

SINOMAX, La Vergne, TN

Nov 2019 to Jun 2023

### **Purchasing Manager**

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Established the sourcing, demand planning and purchasing process for over \$75M in both chemical/component and MRO commodities within Sinomax USA.

- Created KPIs and tools to report out to executive team.
- Identified and implemented additional SAP functionality within purchasing and requisitioning.
- Developed corporate chemical and MRO RFQ process.
- Championed multiple successful SC projects across multiple functional areas.
- Responsible for the reduction of over \$1.5M in chemical inventory in 12 months.
- Responsible for increasing Inventory Turns on chemicals by over 57% in 12 months.
- Responsible for decreasing Days On Hand Inventory by over 54% in 12 months.

CHASTIN PROPERTIES, Chicago, IL

Apr 2017 to Dec 2018

## **Managing Director**

Provide hands-on oversight to the overall successful operations of residential property while ensuring compliance with municipal, state, and federal codes and regulations. Prepare monthly and yearly budgets as well as P&L statements to estimate revenues and expenses. Streamline sub-contractor operations, including selection, negotiations, performance, and invoice approval in timely and budgetary constraints. Conduct property inspections to ensure overall safety.

- Established relationships with other business groups to ensure a high level of tenant service and achievement of property goals and objectives.
- Reviewed and closely monitored Net Operating Income on all properties to assure effective expense control and operating costs.

ULINE, Pleasant Prairie, WI

Jan 2017 to Apr 2017

## **Supply Chain Manager (Contractor)**

Developed and drove continuous improvement of material flow processes and efficient utilization of available capacities and resources, in order to meet customer demand, enhance material flow, and optimize inventory. Implemented, monitored, and analyzed all internal strategic processes to achieve cost efficiency. Served as a liaison between Executive Operations and Branch Operations and analyzed product movement data in a multi-building environment.

- Utilized lean supply management tools to drive efficiency in inventory management, buyer/planner activities and other transactional activities related to materials management.
- Developed external materials logistics network to achieve lowest cost movement of materials into and out of the warehouse.

BRIGHTSTAR CORP., Libertyville, IL

Aug 2012 to Jan 2017

## **Demand Planning Manager**

Established the overall Demand Planning strategy for category and customer accounts, set annual objectives, and developed metrics and KPIs to support functional and company goals. Partnered with Client business owners, Brightstar and Brightstar Partner Operations to ensure that the Client's Returns program was represented in operating rhythms' both parties. Managed demand planning KPIs such as forecast accuracy and shared ownership with supply chain partners.

- Consistently met the delivery expectations of forecasted and actual sales as well as minimized inventory levels through leading a staff of 4 Demand Planners, coordinating the flow of work and materials.
- Participated and contributed in the development of consensus forecasts with Client Store Returns, Finished Goods Inventory (FGI), and Rapid Exchange teams.

AFX Inc. (formerly AMERICAN FLUORESCENT CORPORATION), Waukegan, IL

Jul 2002 to May 2011

## **Manager, Supply Chain and Logistics**

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Owned and managed purchasing, demand planning, sourcing of new products, inventory, shipping and receiving, and supply chain metrics and KPIs. Formulated training documents and SOPs as well as corporate cycle counting procedures, auditing mechanisms, and reporting. Championed and empowered cross-functional teams by utilizing lean manufacturing approach through value stream analysis and mapping all functional procedures.

- Developed a Vendor Score Card, driving performance improvements and reducing rejection rate for incoming raw materials from 5% to 2% within six months.
- Oversaw the acquisition of component and finished goods, as well as demand planning for business worth \$32M+ annually.
- Commended for providing pivotal leadership to multiple multi-million dollar product rollouts to a large home improvement retailer.
- Utilized a strategy deployment and systematic continuous improvement techniques to drive better team safety, quality, delivery, and cost results for 165,000 square foot, multi-facility warehouse/distribution operation.
- Led negotiation of supplier contracts and management of vendors to ensure price, volume, quality, and delivery criteria are met, saving over \$800k during a vendor buyback program.

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*Additional experience as Manager, Distribution and Warehousing for two years with WÜRTH BAER SUPPLY COMPANY, Vernon Hills, IL*

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## Education

### **Master of Business Administration**

WEBSTER UNIVERSITY, St. Louis, MO

### **Bachelor of Business, Major: Management, Minor: Finance**

WESTERN ILLINOIS UNIVERSITY, Macomb, IL

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## Technical Proficiencies

SAP S/4HANA, JDE and Manhattan WMS, Microsoft Windows

Microsoft Office (Excel, Word, PowerPoint, Access, Project)