

**Robert P. Meggiolaro**  
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### **SUMMARY**

Operations/Supply Chain Consultant with expertise in customer service, supply chain, and logistics management. Proven leader and experienced team player with excellent track record of reducing material costs, increasing productivity, and restoring stability to supply chain processes. Recognized for strengths in:

- Supply/Demand Planning
- Strategic/Tactical Procurement
- Forecasting/SO&IP
- Materials Management
- Quality Control
- Inventory Management
- Logistics Management
- Warehouse Operations Management

### **SPECIALIZED TECHNICAL SKILLS**

Expertise in SAP R/3, SAP SBO, MFG/Pro, Prism AS400, Demand Solutions RP/FM, Forecast X, Tableau, Microsoft Dynamics AX

### **PROFESSIONAL EXPERIENCE**

#### **QDC SUPPLY CHAIN CONSULTANTS LLC**

Cary, NC 4/2015-Present

##### ***Principle Logistics/SCM Consultant***

(Logistics/SCM Consulting)

Provide Logistics and Supply Chain solutions to small and medium size organizations seeking to improve customer satisfaction, on time delivery, and reduced operating costs. Promote the use of SO&IP to control procurement/operations processes in a cost efficient manner. Encourage the use of technology to balance supply/demand costs resulting in lower logistics costs and increased profits.

#### **SUMITOMO MACHINERY OF AMERICA**

Chesapeake, VA 2/2012-3/2015

##### ***Production Control/Procurement Manager***

(Power Transmission Equipment)

Source, negotiate, and procure materials for the rebuilding of gearboxes and motors for customer requirements. Manage inventory levels to business and operations strategies.

- Improved scheduling, planning, and capacity requirements of gearbox and fabrication assemblies by using S&OIP and Value Chain processes.
- Reduced unit costs (20%) and lead times (30%) by outsourcing component parts.
- Effectively increased OTD (85%) by creating ATO process for finished/sub-assembly units
- Created Vendor Open Purchase Order notification e-mail notifying Vendors of all open purchase orders and their respective due dates.

**COX COMMUNICATIONS, INC. (Project)** Chesapeake, VA (Project) 6/2011-2/2012  
**Supply/Demand Planning Manager** (Telecommunications)

Established centralized procurement and demand planning operations to control inventory, On time delivery, and customer requirements for Eastern Regional Distribution Center.

- Created product supply/demand function and inventory control processes for DC. Trained buyers/planners of supply/demand planning, S,O & I Planning.
- Established supply/demand metrics for performance KPI's.
- Partnered with Operations and 3PL providers on Distribution Center JIT deliveries
- Managed Sales and Operations Planning process throughout eastern US region.

**LOPAREX, LLC (Project)** Cary, North Carolina 6/2009-5/2011  
**Supply/Demand Planning Manager** (Release Papers/Liners)

Responsible for overall supply/demand planning functions including forecast development and accuracy, inventory management, Sales and Operations planning, contract administration, resource/capacity constraint planning, and disposition of SLOB product for this US\$315 million dollar global company.

- Championed SharePoint initiative to communicate change orders between plants and corporate procurement/demand planning.
- Reclassified production types to accurately define MTS, MTO, ETO and ATO products for product/inventory cost savings.
- Initiated Shop Floor scheduling system in 3rd party manufacturing plants for better inventory and production visibility.
- Created and revised contracts to include penalties for excess inventories held in 3rd party warehouses.

**TYCO ELECTRONICS (Project)** Fuquay-Varina, NC 6/2008-5/2009  
**Supply/Demand Planning Manager** (Electrical/Electronic Products)

Managed the development and validation of regional demand forecasts for 5,000 electronic finished goods for North America. Conduct monthly Sales and Operations planning meetings to ensure product mix requirements between operational, financial, and marketing functions for this US\$975 million dollar global energy company.

- Implement regional sales and operations planning strategy for North American operations.
- Improved forecasting processes by using simulated statistical models for finished goods production.
- Instituted tracking signals to monitor forecasting performance to reduce inventories by US\$5 million.

**MAKHTESHIM AGAN OF NORTH AMERICA (Project)** Raleigh, NC 9/2007-5/2008  
**Production/Procurement Planning Manager** (Formulated Agricultural Products)

**BASF** Research Triangle Park, NC 1/2000-9/2007  
**Global Supply/Demand Chain Manager** (Agricultural Chemicals)

**FORD MOTOR COMPANY**  
*Assembly Line Supervisor*

Edison, NJ

9/1998-12/2000  
(Automotive)

**KIMBERLY-CLARK CORPORATION**  
*Manufacturing Team Leader*

Spotswood, NJ

9/1981-9/1998  
(Pulp and Paper)

### **EDUCATION**

MBA Logistics/Supply Chain Management, Colorado Technical University, Colorado Springs, CO

MS Management. Colorado Technical University, Colorado Springs, CO

BS/BA Economics, Monmouth University, West Long Branch, NJ

### **CERTIFICATIONS**

- International Trade, Middlesex Community College, Edison, NJ
- International Terms of Payment, Financing, and Export Insurance, Middlesex Community College, Edison, NJ
- Importing and Exporting Techniques, Middlesex Community College, Edison, NJ
- Machine Drawing Certificate

### **PROFESSIONAL TRAINING**

- Project Management
- Continuous Improvement (SPC, QMP, TQM, TPS,5S, Lean, Six Sigma)
- Team Building/Train the Trainer
- Interaction Management (Performance/Coaching Skills)
- Targeted Selection (Recruiting/Hiring/Promotion Evaluation)
- Incident Commander Training - First Aid, CPR, Firefighting, Media Response,
- Hazard Awareness

### **COMPUTER SKILLS**

- MS Word, PowerPoint, Excel, Outlook, Lotus Notes

### **MILITARY SERVICE (1977-1981)**

United States Air Force (Electronic Security - Intelligence)

National Security Agency, Fort George G. Meade, Maryland

Commendations: Good Conduct Medal, Longevity Ribbon

Honorable Discharge