

# Career Marketing Plan

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Target Functions		
Business Process Reengineering	Systems Management	Program/Project Management

Areas of Expertise		
<p><b>Process Improvement</b></p> <ul style="list-style-type: none"> <li>▪ Collaborative</li> <li>▪ Team Player</li> <li>▪ Creative</li> <li>▪ Innovative</li> <li>▪ Detail Oriented</li> <li>▪ Analytical</li> <li>▪ Problem Solving skills</li> <li>▪ Oral &amp; Written Presentation skills</li> <li>▪ Strategic Thinking, conceptual</li> <li>▪ Logical, interactive, methodical</li> <li>▪ Questioning</li> <li>▪ Systematic, Maximizer</li> <li>▪ Realistic, practical</li> <li>▪ Spontaneous</li> </ul>	<p><b>Supply Chain Systems</b></p> <ul style="list-style-type: none"> <li>▪ Warehouse Management</li> <li>▪ Inventory Management</li> <li>▪ Assigned rail car fleet mgt</li> <li>▪ Private Truck Fleet Mgt.</li> <li>▪ Mobile Order Entry</li> <li>▪ MRP II (ERP)</li> <li>▪ Freight Rating &amp; Payment</li> <li>▪ Pharmacy Refill</li> <li>▪ IVR for order taking</li> <li>▪ Cycle Count/Physical Inventory</li> <li>▪ Point of Sale (POS)</li> <li>▪ Kiosk</li> <li>▪ Order Processing</li> <li>▪ E-Procurement</li> </ul>	<p><b>Project/Program Mgt.</b></p> <ul style="list-style-type: none"> <li>▪ Offshore Experience</li> <li>▪ Strategic Systems Planning</li> <li>▪ Project Management Office Experience</li> <li>▪ Budgeting</li> <li>▪ Capital Projects</li> <li>▪ Project Planning</li> <li>▪ Realization Leader</li> <li>▪ Leadership Skills</li> <li>▪ Planner – written &amp; in advance</li> <li>▪ Arranger</li> <li>▪ Task Oriented</li> <li>▪ Communicative</li> <li>▪ Works through people</li> </ul>

Profile – Proof Statements
<ul style="list-style-type: none"> <li>⇒ Supply Chain Management Systems Professional with broad applications background. Functional base extends across multiple platforms in the areas of Transportation, Warehousing, Manufacturing, Inventory Management, Payments</li> <li>⇒ Director &amp; VP level positions for Fortune 50 companies</li> <li>⇒ Expertise in project planning and management.</li> <li>⇒ Experienced in all components of the Systems Development Life Cycle (SDLC).</li> <li>⇒ Expertise in vendor selection, negotiation and management.</li> <li>⇒ Excellent team player and leader.</li> <li>⇒ Known for innovation, creative thinking, and complex problem solving.</li> <li>⇒ MBA Marketing and Logistics – Michigan State University</li> <li>⇒ BS Packaging Technology – Michigan State</li> </ul>

**Employer History**

- ⇒ Kaiser Permanente - 6 years Oakland, CA
- ⇒ McKesson Drug - 9 years San Francisco, CA
- ⇒ Baxter International -15 years Chicago, IL and Los Angeles, CA
- ⇒ Schlitz Brewing - 5 years Milwaukee, WI

**Personal Vision Statement**

- ⇒ Prefer to work in some aspect of Healthcare, Bio tech, Pharma
- ⇒ Large or medium size corporations preferred, especially where SCM is an important to the business
- ⇒ Enjoy most working with bright, talented, energetic, and caring people.
- ⇒ Values include Integrity, Customer Centered, Accountability, Professionalism, Respect, and Excellence.
- ⇒ Independence, minimal supervision required/desired.
- ⇒ No relocation (family situation), however extensive domestic or international travel is ok.
- ⇒ Prefer non-union environment.
- ⇒ Preference for commuting via public transportation –up to 1 hour one-way ideal.

## Target Segments and Organizations

### Healthcare/Biotech/Pharma

- ⇒ Kaiser Permanente\*
- ⇒ McKesson Corp\*
- ⇒ Applied Bio Systems\*
- ⇒ Novartis
- ⇒ Sutter Health
- ⇒ BlueShield of California
- ⇒ Genentech Inc\*
- ⇒ Sutter Health
- ⇒ Gilead Sciences Inc
- ⇒ Bio-Rad Laboratories Inc
- ⇒ Altera Corp
- ⇒ Abbott Diabetes\*
- ⇒ Hill Physicians Medical Group
- ⇒ Browne & Tolland
- ⇒ Varian Medical Systems Inc
- ⇒ Bayer HealthCare Pharmaceuticals
- ⇒ Muir Health\*

### Retail

- ⇒ Safeway Inc
- ⇒ Levi Strauss & Co
- ⇒ GAP Inc
- ⇒ Long's Drug Stores Corp
- ⇒ Ross Stores Inc
- ⇒ Central Garden & Pet Co.
- ⇒ Williams-Sonoma Inc
- ⇒ Core-Mark Holding Co Inc
- ⇒ Cost Plus Inc

### Misc.

- ⇒ Del Monte Foods Co
- ⇒ Cisco Systems Inc
- ⇒ PG&E Corp\*
- ⇒ Chevron Corp
- ⇒ Charles Schwab
- ⇒ Clorox Co.\*
- ⇒ Dryers Grand Ice Cream
- ⇒ Bechtel Corp
- ⇒ Logitech\*
- ⇒ Pacer International
- ⇒ PolyCom
- ⇒ VeriFone
- ⇒ Visa USA
- ⇒ Crowley Marine Corp
- ⇒ Navis