

## Damien C.M. Beasley Sr.

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### **EXPERIENCED SUPPLY CHAIN PROFESSIONAL: Manager, Consultant**

Logistics & Operations | Customer Experience | Team Leadership

High-energy leader with proven success leading customer facing supply chain initiatives, embracing a disciplined approach to cross-functional execution in diverse industries (Consumer Products, Mining, Agriculture), and a Six Sigma Green Belt. Laser-focused on connecting strategy and execution, delivering exceptional results by understanding partner capabilities and aligning their objectives. Recognized for providing the innovative thought process and building relationships, to create and implement end to end supply chain solutions.

#### **Broad Integrated Expertise includes:**

Customer Experience Management / Continuous Improvement / Project Management / Process Redesign / Change Management / Process Excellence / Strategic Planning / Customer Relationship Management / SAP / TMS / WMS

### **PROFESSIONAL EXPERIENCE**

**Serta Simmons Bedding Company**, Atlanta, GA 2018 to Present  
*\$3.2B consumer products company owned by Advent International with over 6,500 employees*

#### **CUSTOMER SUPPLY CHAIN & PROCESS MANAGER**

Ultimately responsible for the design and transformation of the supply chain distribution process for customers totaling **\$1.5B+** of revenue in the National, Mass, and Direct to Consumer channels. Primary customer facing contact regarding supply chain execution, logistics network optimization for new and existing customers with a focus on reduction in CPP. Continuously manage the material management strategies of 25 manufacturing facilities responsible for \$100M+ worth of inventory.

***On-boarded new customers and designed their supply chain processes that were instrumental in Serta Simmons Bedding transforming its business for big box retail.***

- Ensured shipment lead times on 100K+ shipments were met and communicated any fall downs with customers.
- Successfully executed logistics strategy conversation from vendor supplied freight to customer pickup leading to an **increase of \$100M in revenue.**
- Transformed company business model from Make-To-Order to Make-To-Stock yielding **98% compliance to Service Level Agreements (SLA).**
- Updated raw material purchasing SOPs leading to improved inventory turns and logistics cost avoidance of \$1M annually and improved backhauls by 58%.
- Optimized distribution network by leveraging OTD, SLA, and S&OP data to reduce the “Out Of Plant Service Area” cost by \$3M in 2019.
- Developed substitution and allocation strategy that alleviated \$6M in finished goods inventory.

**Quest Diagnostics**, Tucker, GA 2017 to 2018  
*Health Care company with more than 2,000 patient locations*

#### **LOGISTICS SUPERVISOR**

Accountable for route optimization for all pickups and deliveries across the greater Atlanta area. Provided leadership to a team of 80 drivers, including 35 direct reports. Initiated deployment of employee training and development

materials to ensure driver work force was compliant with all required learnings. Led initiative to reduce the use of contract couriers by 75%, while maintaining a pickup accuracy above 95%.

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- Created tracking and data visualizations for unproductive stops metrics that led to a 15% reduction of overtime.
- Implemented new post route process that reduced existing waste of post route time and improved the process cycle time by 20 minutes.
- Managed fleet to a **96% compliance rate** by implementing a new tracking process.

**GSI** Assumption, IL

2013 to 2017

*Agriculture equipment manufacturer owned by AGCO Corp. with 20,000+ employees*

### **BUSINESS ANALYST (2016) / ENGINEERING PROJECT MANAGER, NPD**

Initially responsible for the programming and design of the customer quoting tool, as well as training customers on the utilization of the tool, that led to increased user interaction by 11%. **Promoted** based on project completion rate and exceptional customer development. Assumed direct ownership for large scale complex **projects exceeding \$5M in budget**. Responsible for the development and presentation of project proposals and leading cross functional teams through the entire project life cycle and managing stakeholder relationships.

- **Achieved 95% compliance to schedule** by developing realistic work streams for cross functional teams, coordinating activities, and fostering open lines of communication.
- Organized and transferred data to cut over the existing customer portal for 1000+ users, while maintaining all security integrity.
- Implemented software updates to customer quoting tool that led to **1-week** reduction in RFQ lead time.
- Improved the information flow of the reverse logistics process leading to a **reduction in credits of \$400K**.

**Caterpillar Inc.**, Decatur, IL

2007 to 2013

*Fortune 500 company manufacturing mining equipment*

### **SUPPLY CHAIN ANALYST**

Analyst responsible for managing inventory across multiple Product Distribution Centers (PDC) domestically and internationally. Accountable for all inbound and outbound shipments from the PDC, as well as improving overall carrier performance. Managed work orders and reconciled all budgets for multiple 3PL partnerships. Processed all shipments triggering revenue recognition and ensuring Sarbanes Oxley compliance.

- Managed 4 distribution centers across North America responsible for warehousing and shipping **\$250M in finished goods inventory**.
- Decreased detention charges 25% by aligning arrival of multiple product supply chains at port to meet vessel cutoff times and customer expectations.
- Implemented a paperless shipping process that improved the order to cash cycle time by 1 day.
- Utilized historical data trends to create and implement KPIs that reduced late shipments by 40%.
- Leveraged volume increases during contraction negotiations to receive lane discounts.

### **EDUCATION**

Certified Supply Chain Professional (**CSCP**), APICS Organization, July 2020

**MBA**, Millikin University, Tabor School of Business, Decatur, IL 2016

BS, Business Management, Millikin University, Tabor School of Business, Decatur, IL 2013