

## 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 Goods, Mining, Agriculture), and a Six Sigma Green Belt. **Interested in: Supply Chain.** Laser-focused on connecting logistics and operations, 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 / Continuous Improvement / Project Management / Process Redesign / Change Management / Supplier Relationship Management / Strategic Planning / New Product Introduction / 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 process for customers totaling **\$1.5B+** of revenue in the National, Mass, and Direct to Consumer channels. Primary customer facing contact regarding operations, collaborative planning, forecasting and replenishment, and complexity reduction initiatives. Unprecedented new product introduction execution resulting in displacement of top competitor. Continuously manage the material management strategies of 11 manufacturing facilities responsible for \$25M+ 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.***

- Transformed company business model from Make-To-Order to Make-To-Stock yielding a **reduction in order lead time by 4 days.**
- Worked with the trucking companies to ship **100K+ units On Time In Full** from internal and external locations.
- Tracked all orders shipping across the network and implemented a standardized process that reduced
- Successfully executed logistics strategy conversation from vendor supplied freight to customer pickup, leading to an **increase of \$65M in revenue.**
- Monitored inbound orders to identify receiving discrepancies that resulted in \$2M in vendor chargebacks.
- Scheduled all orders for Lowe's and Costco Distribution Centers and Direct To Consumer (DTC) supply chains.

**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%.

- 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 a fleet of 100+ vehicles to 96% maintenance rate and paperwork compliance.
- Worked with the insurance company to ensure **complete processing of 100% of claims**.

**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 leading cross functional teams through the entire project life cycle and adhering to the project budget.

- **Achieved 95% compliance to schedule** by developing realistic work streams, fostering open communication, and adhering to stakeholder requirements.
- Ensured contractual agreements were met by effectively managing pricing and Service Level Agreements via SAP.
- Collaborated with IT to lead initiatives to implement infrastructure for interactive customer facing access sites and create a quality representation of the brand.
- Implemented software updates to customer quoting tool that led to 1-week reduction in RFQ lead time.
- **Positively impacted the P & L statement \$400K**, by reducing the amount of company issued credits.

**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.
- Created and implemented transportation KPIs that reduced late shipments by 40%.
- Built reliable carrier network to meet a 10-day shipping guarantee at **95% success rate**.

### **EDUCATION**

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

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

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