

**Areas of Expertise****Transformational Product Development****Supply Chain Optimization****Ops Performance Maximization****Industries**

Consumer Product Manufacturing (e.g., Furniture, Catalog, Injection Molding)

**Positions Held**

Managing Director, Nimble Leader

Founder, BHR Global Associates, Inc., consulting with companies and/or entrepreneurs to bring new products to market.

Senior Vice President | Consumer Products Company. Accountability: product development, purchasing, operations and inventory planning.

Stream Leader to the President. Accountability: inventory control, systems implementation, new product development

Director of Inventory Control. Specialization: inventory planning, forecasting, product scheduling, inventory reduction, retail coordination.

**Education | Certifications**MBA in Management, Temple University  
BS in Economics, Fairleigh-Dickinson University

CPIM Certification from APICS

**Speaking Engagements**

- 'No More Food To Waste' Conference ; at the Hague
- Various APICS Chapters on CPIM Certification
- Various APICS Chapters on Inventory Planning and Forecasting
- APICS Conferences on Inventory Management
- Drexel University on "Bringing Products to Market Successfully".

**Personal Brand | Experiences and Successes**

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**Builder - International Networks | Consumer Products Product Design | Launch | Trusted Suppliers | Partners****CORE VALUE: 'One-Stop Authority' bringing retail products to market . . . successfully.****Transformational Product Development**

- Led development of new add-on-shower line. Result: +12% incremental product sales; year-over-year.
- Led development of new personal shower | shower line; collaborated with sales team; partnered with Israeli company; negotiated \$-0- capital tooling investment; drove +10% incremental product sales, year-over-year.
- Led development of new line; plastic toilet seats. Capitalized on market insights; field sales. Partnered with major Israeli company; saved +\$750K in tooling costs ; increased product sales +15%, year-over-year.
- Researched new product ideas; re-engineered UK product line; fueled +12% incremental sales growth, adding \$3 million net new business to \$25 Million company.
- Drove transformation of key product line; offset competitive inroads into Target, while concurrently growing sales +10% year-over-year.
- Collaborated with Chinese company; developed Resin Toilet Seat, the first popular priced seat of its type in the US market. Achieved +12% incremental revenue; year-over-year.

**Supply Chain Optimization**

- Led seamless integration of acquired bath mat product line; achieved recurring cost savings while concurrently reducing year-over-year inventory requirements.
- Developed company-wide forecasting process; achieved 100% on-time shipment to Walmart over a twelve-year period.
- Collaborated with vendor ; turned 3% cost increase into a 5% cost decrease. Vendor maximized efficiencies; client company realized internal cost savings and labor efficiencies.

**Operational Performance Maximization**

- Private-label; max ROI. Developed fully integrated consignment process; client never paid for product until after payment receipt from customer. Result: Infinite return; 1 million units sold utilizing new process.
- Advised Target to reverse packaging decision resulting in out-of-stock conditions and lost sales. Recommendation accepted. New packaging eliminated stock outs.
- Led team; set-up national 3PL network. Reduced costs while concurrently growing revenues +15% year-over-year.
- Shifted product sourcing between Chinese vendors. Approximate cost savings 40%; reduced tooling 75%.

## **Global Partnerships and Relationships Retail Product Development & Launch**

- **One-Stop Authority for Global Product Production**  
New and Existing Products
- **Multiple Long Term Relationships with Trusted Manufacturing Partners:** USA | Israel | Germany | Taiwan | Malaysia | China
- **Manufacturing Expertise That Ranges From:**
  - Plastic Injection Molding
  - Metal Working
  - Electronics
  - Cut/Sew
  - Rubber Molding
- **Multiple Resources in Each Area Provide High Quality Products at the “Right Cost”**
- **Complete End-to-End Supply Chain:**  
Production | Shipping | Storage | Retail End User
- **Network of Resources Capable of Funding Production, Including Cash-Flow Neutral Situations**

