

Joe Colly

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Procurement Management | Warehouse & Inventory Management | KPI Establishment | Supply Chain Risk Mitigation

Drives seamless procurement of multimillion-dollar materials by defining and disseminating operating models; improves data reporting capabilities; eliminates gaps in cross-functional collaboration; reduces supply chain costs. Leverages supply chain insights to mitigate critical procurement risks; guides direct reports on inventory data analysis and enables data-driven decision-making.

Supply Chain Management
Purchasing & Logistics
Continuous Improvement

Cost Optimization
Data-Driven Decision-Making
Team Building & Mentorship

Supplier Relationship Management
Change Management
SAP ERP, BI Software, Microsoft Office

Professional Experience

CABLE & SON

05/2021 – Present

Materials Planning Manager

Oversaw 5 direct reports to plan and direct material replenishment for 6 plants in the USA; managed the procurement of supplies worth \$30M/month. Lead procurement process improvement for full network of 16 domestic plants. Identified and addressed operational gaps. Supported the team members with proactive issue resolution. Utilized SAP MRP and Excel for procurement planning.

Procurement Process Optimization

- Decreased average inventory level for “Group A” materials by 15% by spearheading in-depth audit of material planning data; classified materials into A, B, and C groups; coached material planners on data analysis via the SAP MRP system.
- Increased inventory turnover for “Group A” materials by 23.7% by introducing capabilities for evaluating material planning and procurement operations; initiated reporting of KPIs, including shelf life, inventory turnover, and PO cost variance.
- Mitigated risk of stockouts for materials with long lead times during the pandemic-driven supply chain crisis; redefined optimal safety stock values for 1000+ items based on a comprehensive audit of material planning data.
- Structured and eased the issue escalation process for material planners by building operating models for both managers and material planners; improved visibility of material planning operations by establishing reporting SOPs.
- Reduced risk of disruptions and delays in product commercialization due to gaps in cross-functional collaboration; mapped the commercialization process by creating a Gantt chart for 50+ tasks.
- Eliminated information silos and eased issue tracking by introducing a dashboard on MS Teams for reporting material issues.

Staff Management, Hiring, & Training

- Hired 4 material planners for the team; mentored staff on SAP MRP; created 30-60-90-day plans for staff; oversaw one-on-one guidance. Trained 10 employees on SAP MRP as the designated procurement trainer for the SAP Go-Live for 3 plants in Canada.
- Prevented disruptions due to staff unavailability or role changes by introducing plant playbooks and process documentation.
- Improved employee satisfaction by clearly defining the roles and pay grades for material coordinator job levels 1, 2, and 3.

HASSY'S

09/2010 – 05/2021

Associate Business Development Manager

07/2019 – 05/2021

Earned a quick promotion after improving demand planning accuracy; acted as a first point-of-contact for 36 vendors, oversaw 3 demand planners, and led strategic procurement planning for ~800 SKUs. Enabled gross margin growth by enhancing product velocity, reducing inventory loss, and implementing technology solutions; aligned supply chains with evolving market needs. Trained new hires on supply chain SOPs and tools; maintained morale during the pandemic through consistent remote worker engagement.

- Achieved a 99% service level for the brand’s biggest commodity and optimized its shelf life by 25% by improving inventory turnover and reducing inventory loss by 66%+; analyzed and mitigated procurement and inventory management gaps.
- Improved COGS by 50% by decreasing buydowns and dumping; coached direct reports on procurement best practices and determined forecasting accuracy using MAPE reports.
- Boosted demand planning accuracy by 20% and ensured on-time vendor scheduling by improving demand forecasting for promotions; gave demand planners access to upcoming promotions by creating and implementing a cloud-based dashboard.
- Facilitated category product portfolio expansion and transition of 100 SKUs from national labels to the private label brand; influenced product development and packaging decisions.
- Increased a product’s sales volume by 30% and reduced the order lead time by 7 days by identifying and onboarding a cost-effective local vendor with a strong brand presence; broadened product appeal by adding new variants.
- Improved market competitiveness by selecting and onboarding 6 high-performing vendors. Reduced costs by participating in annual contract renegotiations with major vendors; reviewed proposed prices and calculated the impact on gross profit.

Demand Planner

06/2017 – 07/2019

Developed demand forecasts and replenishment schedules for 3 high-risk commodities across 2 distribution centers by creating product-specific forecasting guidelines and evaluating product performance, sales velocity, seasonal trends, and supply chain lead times; served as a category SME. Coordinated with suppliers and warehouse, QA, logistics, and load planning teams to ensure smooth day-to-day warehouse operations; aligned labor with volume forecasts.

- Cut potential COGS losses by 80% by increasing and maintaining service levels at 98-99% and eradicating product dumping; led accurate forecasting by leveraging former retail experience and consumer behavior knowledge.
- Improved time-temperature management during transportation by identifying and eliminating driver inefficiencies; led end-to-end process mapping in collaboration with the supplier and receiving teams.

Assistant Department Manager

09/2010 – 06/2017

Promoted to oversee day-to-day operations of the produce department at 3 grocery stores; led department order management; managed a 20-member team. Improved orders by developing and implementing assortment planning processes after analyzing sales data and latest consumer trends; created reports on metrics, like retail shrink.

GODINGS, Inc.

01/2010 – 09/2010

Warehouse Associate

Efficiently prepared produce orders for e-commerce customers; ensured warehouse cleanliness and facilitated quality inspections.

Professional Development

Certified Professional in Supply Management (CPSM), Institute for Supply Management	2020
Master of Management Studies in Supply Chain Management, The University of Texas at Dallas	2017
Bachelor of Arts in Environmental Studies, New York University	2009