

Joseph P. Bernoulli

World class pharmaceutical supply-chain strategist

(800) 555-1212
(800) 555-2122

joebernoulli@yourhost.com
Denver, Colorado

Highly Successful Pharmaceutical Executive with Over 32 Years of Extraordinary Accomplishments Creating & Implementing Innovative, Cost-Conscious, Ultra-Efficient Business Models in Manufacturing and Sales Distribution

- ✓ **Developed the first and only Continuous Replenishment Program (CRP) in the pharmaceutical industry that saved millions of dollars in inventory and carrying costs, nearly eliminated stock-outs and greatly increased customer satisfaction**
- ✓ **Masterminded site selection, design, build-out and start-up of 3 state-of-the-art pharmaceutical distribution centers that not only vastly improved efficiency while reducing costs, but which became showcase arenas for major corporate events**
- ✓ **Seamlessly consolidated multiple, inefficient distribution branches into a few highly functional centralized units, vastly reducing overhead and manpower requirements and providing adequate resources to support future growth**
- ✓ **Restructured and consolidated operational procedures for North American and Latin American subsidiaries, successfully uniting team members who had been divided by significant managerial and cultural differences**
- ✓ **Smoothly outsourced North American distribution and fulfillment to a third party in support of efforts to reduce corporate infrastructure**
- ✓ **An esteemed and inspirational leader able to mold diverse, competitive managers into a mutually supportive team. Long-standing record of personally handling employee dislocation and transition in a compassionate, professional manner**

Core Competencies

Veteran Leadership Skills ♦ Lean Manufacturing Best Practices ♦ Vendor Management ♦ Global Outsourcing ♦ Supply Chain Optimization ♦ Contract Negotiations ♦ Financial Analysis ♦ Quality Control ♦ Property & Equipment Acquisitions ♦ Computer System Enhancement ♦ Credit and Collections ♦ Internal and External Corporate Communications

Overview

- Strongly motivated, natural leader and with a history of accelerated promotions, the first of which occurred within six months of beginning a two-year training program
- Astute, realistic manufacturing planning instincts prompted early promotion to Senior Planner with responsibility for long-cycle and fragile sterile pharmaceutical products
- As managerial responsibilities grew to include customer service, credit and collections, independently embarked on extensive on-the-job training to become a more knowledgeable and effective leader
- Repeated success leading cross-functional teams to research, design and implement large-scale projects and establish highly efficient global supply chains
- Experienced in all phases of materials management with a reputation for leveraging cutting-edge technology to deliver exceptional results
- Keen eye for reducing costs and improving efficiencies by eliminating redundant and non-value added processes
- Extremely competent in all phases of distribution management including employee training, customer service, credit, collections, order fulfillment and sales support
- Known for establishing and cultivating excellent working relationships with peers, employees and customers

Select Accomplishments

- ❑ **Maintained business continuity while simultaneously transferring the entire U.S. and Canadian distribution network (\$60 Million) to third party suppliers**
 - **Transformed local and regional logistics into a unified global system**
 - **Seamlessly integrated external providers into the supply chain with no interruption of service or negative impacts on existing customers**
 - **Created a win-win situation by meeting company objectives and providing increased business and industry recognition to the new providers**
- ❑ **Directed logistic activities for distribution centers in 15 North and Latin America countries. Reduced annual operating expenses by \$5 Million**
 - **Leadership responsibility for 15 International Managers and over 250 employees**
 - **Coordinated with numerous country leaders to build profit plans and oversee annual operating budgets totaling \$75 Million**

- Within 1 year, created business harmony, established common processes and objectives and effectively unified a diverse group of international managers who spoke 4 different languages and operated across 6 time zones
- Completely re-engineered U.S. distribution by consolidating 14 outdated branches into 3 flagship centers improving output by a factor of 10, reducing fulfillment errors, and slashing annual operating costs by \$16 Million
 - Decreased staffing requirements nearly 50% (330 to 175)
 - Centralized front office functions and instituted consistent customer service procedures for national accounts
 - Contributed \$4 Million to top line by liquidating outdated facilities
 - Developed a smooth transition model to handle fulfillment workload paths as branches were closed
 - Upgraded staff by recruiting managers with better education and more relevant experience
 - Directed computer experts in installing warehouse management systems, computer controlled refrigeration and freezing units, pick-to-light systems and conveyor belt assemblies
- Bottom-line responsibility for a multi-year project centralizing a national new order management system that included relocating and retraining 150 employees
- Complete ground-up construction management of 3 technologically advanced distribution centers including design of employee procedures and training. Hosted grand opening ceremonies attended by State Lt. Governors, Chamber of Commerce executives and other dignitaries
- Received industry recognition for creating Llelwyn's Continuous Replenishment Program (CRP) which provided significantly more accurate forecasting of product demand ultimately leading to improved factory efficiencies, better product procurement strategies, improved good will and substantial cost savings

Career History

LLlelwyn & Company	1976 – 2008
Global Logistics Leader – North America	2008 -- 2008
Global Logistics Leader – North American and Latin America	2007 -- 2007
Director, Distribution Services	1994 – 2006
Associate Director, Distribution Services	1992 -- 1993

To get a custom, executive profile of this caliber, call Laura Speek, MBA (720) 922-9077

PRIOR POSITIONS WITH LLELWYN & COMPANY

Manager, Distribution Center

Manager, Branch Services

Assistant Manager, Branch Services

Manufacturing Senior Planner

Manufacturing Planner

Union Shop Supervisor

Quality Control Inspector

Education

MBA, Operations Management – Carolina State University

BS, Accounting – Colorado State University

Military Service

United States Army, Officer, Field Artillery – Served 4 years, Honorable discharge