

# Robert E. Murray Jr.

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## ***Supply Chain Management and Operations Executive***

*An MBA professional with proven results oriented qualifications enthusiastic about bringing the ability to increase profitability, enhance efficiencies, and improve effectiveness to your firm while increasing shareholder value and consumer satisfaction.*

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### PROFESSIONAL PROFILE

- Supply chain management professional with 12+ years of solid development and expertise in transportation, logistics, supply chain, purchasing, inventory management, and project management
- Opportunity motivated specialist focused on process reengineering with concentration on reducing costs and increasing profitability
- Analytical thinker with demonstrated ability to generate and implement team developed recommendations for operational improvements
- Passionate leader with ability to motivate personnel and direct strategic corporate initiatives
- Exceptional communicator, presenter, and motivator utilizing a consensus building approach to implementing strategic initiatives
- Professional, experienced, results-oriented methodology to driving strategic goals and initiatives with tactical level implementation
- Positive team building knowledge with proven track record in driving project objectives through implementation to conclusion
- Methodical developer of improved process understanding and the financial impact of improving efficiencies
- Effective creator of operational tactics for efficient resource utilization

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### AREAS OF EXPERTISE

- Supply Chain Functional Analysis
- Operations Analysis
- Systems Analysis and Implementation
- Activity Based Costing and Management
- Transportation Management
- Process Reengineering
- Distribution Network Optimization
- Inventory Management and Control
- Warehouse Layout and Slotting Analysis
- Procurement Management
- Purchasing Improvement
- Logistics Management

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### CHALLENGES AND RESULTS

#### ***Philip Morris USA – Richmond, VA***

- Cut order cycle time by over 50% through analysis and creation of efficiency gains.
- Coordinated the movement of over \$30 Million dollars of product to new facility and accomplished under budget and ahead of schedule.
- Developed reporting techniques and metrics for all levels of management

#### ***SPX Corporation – Owatonna, MN***

- Completed cost analysis and network model for development of metrics to identify third-party candidates in strategic partnership opportunities
- Developed RFP/RFQ, evaluation model, and cost analysis
- Developed optimal distribution structure with annual cost savings in excess of \$1 million

#### ***John Morrell Division of Smithfield Foods, Inc. – Cincinnati, OH***

- Completed production/distribution network model and cost analysis for storage and transportation of product throughout the United States
- Developed optimum network infrastructure with savings in storage and transportation of more than \$10 Million annually
- Assisted in implementation of recommendations and support of procedures and systems

**Schuetz Container Systems, Inc. – North Branch, NJ**

- Developed a reverse logistics network strategy and cost structure for the return of chemical container systems
- Implemented processes and procedures to maximize efficiency and cost of reverse logistics strategy
- Annual cost savings of over \$5 Million in transportation, substantial reduction in inventory, and ongoing process improvements

**R.C. Bigelow, Inc. – Fairfield, CT**

- Completed in-depth facility capacity analysis for each plant in the network
- Developed anticipated capacity changes and model to facilitate trends in production and inventory levels
- Implemented recommendations support the business with capital investment less than half of initial estimates

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**PROFESSIONAL EXPERIENCE**

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**Vice President of Operations, REM Associates, Princeton, NJ** 1996-Present

- Consulting business generation through network of professional contacts, colleagues, and clients
- Team leader and manager for numerous projects in all aspects of supply chain, process reengineering, and recommendation implementation
- Training and development for both corporate and client personnel
- Speaker and discussion leader for logistics seminars and events such as National Paper Trade Executive Management Course and Warehouse Education and Research Council
- Inventory management and purchasing seminar development and presentation for clients, business associates, and organizations
- Sub contractor for assignments with expertise in supply chain functions and process reengineering
- Development and writing of marketing materials including brochures, project summaries, and corporate literature
- Data analysis, gathering, and reporting for inventory control, purchasing, vendor analysis, and customer analysis
- Supply chain functional analysis and strategy development for distribution and manufacturing companies
- A partner in network analysis, planning, and optimization as well as implementation of recommended changes to tactical and strategic goals
- Web developer for corporate and affiliate Websites including content management, design, and maintenance

**General Manager, Lucar Hardware Co., Princeton Junction, NJ** 1984-1996

- Sales forecasting, analysis, inventory maintenance and control, as well as supplier and product analysis
- Employee supervision and training
- Worked full time through associates degree and bachelors degree

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**EDUCATION**

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- *Master of Business Administration* - Rider University, Lawrenceville, NJ, 2000
- *Bachelor of Science in Finance* - Trenton State College, Ewing, NJ, 1996
- *Associate of Science in Business Administration* - Mercer County Community College, West Windsor, NJ, 1994

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**PROFESSIONAL TRAINING AND CERTIFICATION**

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- *Six Sigma Green Belt Certification* - Villanova University, October 2007
- *Lean Six Sigma Certification* - Villanova University, December 2007
- *Six Sigma Black Belt Certification* - Villanova University, April 2008

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**AFFILIATIONS**

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- Association of Internal Management Consultants (AIMC)
- Council of Logistics Management (CLM)
- Warehouse and Educational Research Council (WERC)