

SHELBY P. DONALD

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GLOBAL SUPPLY CHAIN MANAGEMENT EXPERT

Creates business process improvement, utilizing entrepreneurial vision, technological understanding, and exceptional relationship management fostering revenue growth, cost savings, and improved productivity.

Visionary senior supply chain director with expertise in international business development, cross-functional team leadership, and competitive market positioning, delivering positive outcomes with strong and sustainable gains. Talented and inventive professional with a proven track record of accelerating revenue growth through strategic and tactical development of transportation networks and process improvement driving revenue growth, cost savings, and market development. Sought out by Fortune 500 corporations, government agencies, and universities to lend expertise and implement strategic planning initiatives, while maintaining outstanding working relationships in all areas of production. Identifies and capitalizes on emerging business ventures to propel an organization to the top tier of its industry.

Core Knowledge & Skills:

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|--------------------------|-------------------------------|----------------------------------|
| ⇒ Operational Leadership | ⇒ Process Improvement | ⇒ Revenue Generation |
| ⇒ Technical Instruction | ⇒ Strategic Planning | ⇒ Competitive Market Positioning |
| ⇒ Lean Techniques | ⇒ Value Stream Mapping | ⇒ 6 Sigma Understanding |
| ⇒ Business Integration | ⇒ Data Mining & Visualization | ⇒ Contingency Engineering |

PROFESSIONAL EXPERIENCE

CONFIDENTIAL, Saints Creek, KS

2006- Present

Senior Director- Global Network Planning

Conceptualized, formulated, and established business process improvement through the acquisition of global transportation networks. Identified and captured opportunities for new business development and market growth by expanding into new venues. Challenged to build new market presence while reengineering and expanding existing transportation and distribution, increasing client base and improving corporate brand recognition. Formulated, designed, and developed long-range cost reduction and building plans, improving European Region distribution. Initiated the establishment of a department to address global solutions and expand channels. Customized and created technology to solve logistics and support improvement. Directed and consolidated staff improving corporate communications and business initiatives.

Selected Accomplishments:

- **Generated savings of \$45M annually** through the innovative merger of the freight forwarding and UPS airline networks.
- **Created \$15M in cost savings** through the initiation of continuous improvement metrics and processes for Expedited Less than Truckload (LTL) network.
- **Saved \$3.6M in annual costs** through the redesign of U.S. Less than Container Load (LCL) network, improving time and reliability.
- **Saved \$2.3 M in pilot phase of European Region transportation cost reduction plan.**
- **Implemented a European Region long-range business plan, avoiding \$83M in potential construction costs.**

CONFIDENTIAL, Saints Creek, KS

2000- 2006

Director of Strategic Planning

Identified opportunity, structured partnerships, and captured emerging business ventures through market expansion and strategic acquisitions. Spearheaded transportation solutions for the automotive industry, segmenting and defining areas for improvement in distribution performance, creating revenue growth. Integrated major transportation companies developing new transportation networks and technology to sustain it. Cultivated relationships consulting for Fortune 500 corporations and military agencies examining performance, analyzing data, generating solutions, and incorporating technology in support of new business strategies, creating process ownership to ensure client and corporate satisfaction. Transitioned strategy into tactical plans in cooperation with senior executives developing products, plans, and policies to drive market growth and maintain corporate continuity.

PROFESSIONAL EXPERIENCE CONTINUED
Selected Accomplishments:

- **Generated \$175M in inventory carrying costs for Ford automotives.**
- **Decreased transit time 53% for Ford manufacturing** with innovative transportation solutions for finished vehicle distribution.
- **Attained Best in Class product transit times through the acquisition and integration of Menlo Air Freight with UPS Supply Chain Solutions, reducing transportation time by 25%.**
- **Reduced surface transportation costs 4%** through the construction of an operations control center and retirement of Menlo surface transportation system.
- **Reduced line haul costs by 17% through the integration and acquisition of Miles Trucking** enhancing operational infrastructure through the replacement of single point-to-point transportation model with a continuous move model.
- **Collaborated with Class 1 railroads in the creation of innovative transportation products** to drive continuous process improvement.
- **Established the first reliable database for Fritz Inc.** to channel transportation spending for increased purchasing leverage.

CONFIDENTIAL, Saints Creek, KS

1987- 2000**Distribution & Transportation Planning Manager- North Texas****1998- 2000**

Formulated, designed, and facilitated procedures for UPS Distribution Operations Facilities. Streamlined operating infrastructure, consolidating administrative functions, organizing labor, and enhancing distribution methodology.

Selected Accomplishments:

- **Planned and coordinated functions for 4 UPS Distribution Operations Facilities.**
- **Supported and organized 220 line haul drivers**, demonstrating exceptional relationship management and operational leadership.
- **Coordinated the sorting and distribution of 500, 000 packages daily**, maintaining optimal efficiency.

Regional Air Logistics Manager- Southwest**1995- 1998**

Designed and implemented logistics for new air facility, planning operations demonstrating cross-functional team leadership participative management.

Selected Accomplishments:

- **Opened the 2nd of 5 regional air hubs**, reducing air line haul expense and relieving sort capacity constraints.

Package Operations Manager**1994- 1995**

Streamlined pick and delivery operations, improving effectiveness and generating revenue. Managed facility and drivers to ensure consolidated commitment to efficiency and customer satisfaction.

Selected Accomplishments:

- **Generated \$9M in revenue** with enhanced package delivery and pickup operations.
- **Managed 34 drivers** utilizing policy to produce performance improvement.

Package Planning Manager**1993- 1994****Fort Worth Distribution Manager****1991- 1993****Package Industrial Engineer****1990- 1991****Delivery Operations Supervisor****1990****Air & HUB Industrial Engineer****1987- 1990**

EDUCATION
UNIVERSITY OF DALLAS, Irving, TX

Master of Business Administration- International Management

TEXAS A & M UNIVERSITY, College Station, TX

Bachelor of Science- Industrial Engineering

Teaching Experience:**UNIVERSITY OF DENVER**, Denver, COGuest Lecturer- MBA Program- *Intermodal Transportation Institute*