

# COLIN J. TOWNER

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## EXECUTIVE SUMMARY

Innovative executive with progressive experience in business and global supply chain processes, IT, strategic analysis, development and operations. Adept at formulating and implementing supply chain strategies and operational frameworks. Proven record of maintaining profitable customer relationships. A leader who rapidly identifies business issues, formulates plans initiates change and executes new processes in diverse environments, from the executive suite to the shop floor. Areas of expertise include:

- Supply Chain Strategy & Execution
- Scenario Planning / Development
- Capital & Operational Budgeting
- Team Performance Management
- Business Case Analysis
- Team Building
- Project Management
- Sales & Operations Planning
- Contract Negotiation & Management
- Process Analysis, Design & Implementation

## WORK EXPERIENCE

CORDIS (A JOHNSON & JOHNSON COMPANY) – Miami Lakes, FL

2005 – Present

### **Director, Supply Chain Management**

Managed \$1.3B revenue supply chain, including demand planning, inventory management, product launch and S&OP. Products sold direct to end-users and had a 3-month self-life. Most of the product at customers held in consignment.

- Implemented Servigistics™, an advanced inventory management and planning tool. Facilitated inventory optimization at 1200+ locations based on usage and revenue growth. Made key contributions to customer service and maximized customer product mix, driving additional revenue. Conducted field visits with sales reps to selected customers to better understand customer issues and concerns.
- Improved customer service levels to 97%+ and reduced inventory by 10%. Reduced customer-generated scrap by 30%. Utilized Pull / Kanban approach to drive finished goods and component inventory optimization while improving service.
- Instituted global S&OP and achieved full participation from all relevant constituents, including sales, marketing, finance, operations and new product development.
- Developed new launch planning process, adopted globally and across other BU supply chains. Reduced cost and improved product availability to support customer requirements.
- Led US supply chain recruiting and built skills and development plan for all supply chain professionals. Utilized team development plan and promoted members to higher positions.
- Teamed with partner companies to build forecast accuracy, warehouse operations and transportation efficiency. Utilized *Six Sigma* methodology to identify key areas of improvement and facilitate consensus around solutions.

CAP GEMINI ERNST & YOUNG LLC. – Denver, CO

1996 – 2005

### **Senior Manager, Strategy & Transformation Consulting Practice**

Responsible for developing and maintaining profitable customer relationships. Met sales and profitability goals each year. Initiated physical solution center (the Drug Security Network) in collaboration with selected technology partners. Worked with leading companies on projects including:

- Delivered initial warehousing / distribution network optimization for utility merger. Identified \$500K immediate inventory reduction and \$700K in annual warehousing / transportation savings.
- US leader for RFID in Life Sciences. Developed “Business Case for RFID in Pharmaceuticals” with the AutoID Center and became subject matter advisor to all RFID projects with Life Science clients. Developed specialized knowledge on pharmaceutical pedigree and mitigation approaches to emerging regulations. Selected as speaker to numerous RFID conferences.

**Senior Manager, Strategy & Transformation Consulting Practice (continued)**

- Conducted European medical device manufacturer's inventory management assessment and strategy development, featuring initiatives to execute the inventory strategy, improve production planning and lift customer service levels. Results: service level improvement from 85% to 99%, eliminating backorders and improving inventory turns 50%.
- Managed visioning and operational excellence process for a spin-off company: developed vision, mission and values with roadmap for critical initiatives to retain and gain market share and improve operating performance in IT, manufacturing, strategic planning and R&D. Resulted in clarifying growth opportunities as well as operational improvement initiatives.
- Drove \$3.5 million per year cost reduction on a \$30 million controllable spend as project leader of a process manufacturer's transformation: developed / implemented new manufacturing, maintenance, procurement and engineering processes to cut costs and improve throughput.
- Led design / transformation of the order to cash process for a major pharmaceutical firm. Created operational metrics, defining a new supply chain framework and developing tools and implementation plans to execute new operations. Resulted in net benefits of nearly \$30 million on an annual basis.

**ADDITIONAL EXPERIENCE**

CONTRA COSTA WATER DISTRICT – Concord, CA

1988 – 1994

**Engineer**

Directed staff of eight technicians and engineers. Led all discussion, negotiation and design while providing engineering support during construction, including 20,000 feet of pipeline, six pump stations and four reservoirs, et al.

- Directed implementation of Intergraph's MicroStation CAD system, featuring competitive software evaluation, supplier negotiation, training staff and effecting organizational changes. Resulted in 70% reduction in time required to complete engineering drawings, et al.
- Engineering lead for Strategic IT involving critical business function analysis (service provision, accounts payable, customer service). Delivered the basis for IT budgeting over a five-year period.
- Provided Project Management excellence for:
  - Successful water utility acquisition. Developed communication plan and new market and growth analysis. Managed schedule, environmental studies, resource acquisition, engineering design and inter-agency permitting and cost sharing negotiations.
  - Initial automated mapping and facilities project. Identified product users, evaluated software solutions, cost / benefit analysis and benchmarking. Slashed work-order generation time over 25%.
  - Study addressing seismic design, water supply reliability and improvement of water transmission capacity for treated / untreated water systems. Study resulted in a plan for optimizing and executing \$200 million in capital expenditures over ten years.

MARE ISLAND NAVAL SHIPYARD – Vallejo, CA

1985 – 1994

**Engineer****EDUCATION****OHIO STATE UNIVERSITY – Columbus, OH – MBA, Supply Chain / Logistics**

Wiedler Scholar. Graduate Business Scholarship / Fellowship. VP, MBA Marketing Association

**COLORADO STATE UNIVERSITY – Fort Collins, CO – BS, Civil Engineering**

Member, Chi Epsilon. Civil Engineering Academic Honor Society. Dean's List

**ADDITIONAL PROFESSIONAL ACTIVITIES**

Adjunct Instructor in Logistics at Ohio State's Fisher College of Business

Member – American Production and Inventory Control Society.

Guest Lecturer, University of California at Berkeley

Member – Council of Logistics Management

Professional Engineer, California & Ohio

Published in trade journals

Hold CPIM certification