

Todd Alverson, CPM
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SUPPLY CHAIN MANAGER

- Strong record of professional purchasing management to deliver cost savings and supply chain improvements
- Delivered consistent improvement in supplier delivery cycle-time, cost, and conformance to arrangements
- Employed innovative solutions to develop procedures, improve productivity, increase profits, and improve information availability

EDUCATION & CREDENTIALS

Michigan State University, East Lansing, Michigan
Bachelors of Science Degree in **Supply Chain Management**, with Honors
GPA: 3.65/4.0

Certified Purchasing Manager, Institute for Supply Management

CAREER PROGRESSION

PURCHASING MANAGER

BRONER SAFETY, Auburn Hills, Michigan, August 2006-December 2008

Responsible for managing purchasing department with 1 report; procured safety product categories. Led projects to deliver competitive customer bids, cost savings, and increased fill rates. Improved productivity of the purchasing department. Collaborated closely with the sales, executive, and customer service departments. Arranged bid prices and sourced unusual items. Interfaced with accounting to ensure accurate product billing

- Improved service fill rates to consistently hit 98% fill rate goal by decreasing order cycle times, improving supplier confirmation and shipping processes, fixing MRP system parameters, and improving internal follow-up of outstanding purchase orders
- Followed and communicated market pricing and product trends. Key contributor to company product strategy. Communicated new and changed product information throughout the company
- Increased warehouse turns from 5 to 7 while managing a diverse and broad product selection by reducing purchases of slow moving goods, increasing frequency of purchases from supplier partners, and reducing excess safety stock on certain goods
- Delivered productivity gains by automating and standardizing rebate submission, pricing updates, inventory management, and mass SKU updates. Implemented cost and price entry system to replace manual input, communicate changes properly, and ensure accurate price base updates.
- Managed margin, cost, and selling prices and communicated any changes throughout the company
- Selected, rated suppliers, and managed product and category transitions. Transitioned key categories for cost savings and increased competitiveness
- Worked with accounting and the executive department to maintain an accurate standard cost system while maintaining up to date and accurate freight estimates for inbound goods
- Managed categories including gloves, personal protection equipment, disposable apparel, sorbents, sanitary products, and first aid

SUPPLY CHAIN MANAGER

AIR LIFT COMPANY, Lansing, Michigan, May 2003-August 2006

Responsible for the procurement of all purchased automotive aftermarket components, sub-assemblies, and finished products. Delivered cost savings to increase company competitiveness and open new markets. Strong track record of innovation that created productivity, drove profits, and improved information availability

SUPPLY CHAIN MANAGER, AIR LIFT COMPANY, continued...

- Saved 20% of annual buy over 3 years through total cost analysis of automotive aftermarket kit components. Methods included electronic sourcing, overseas sourcing, order size optimization, negotiation, jointly engineering costs out of products, and supplier development. Top sourcing project resulted in savings of 45% of specific component and design independence
- Increased inventory turns in manufacturing center/warehouse by managing obsolete inventory, working with suppliers to coordinate order sizes and delivery, and analyzing item setups
- Improved forecasting accuracy to increase fill rates and manufacturing efficiency by systematically analyzing each product line for trends, changes, and coordination with the sales department
- Met daily KPI performance goals including 98% daily fill rate goal and inventory turns goal
- Managed weaknesses in supply base by fixing issues at or eliminating problem suppliers
- Sourced products to engineering drawing with an understanding of tolerances and manufacturing specifications
- Led purchasing component teams to identify key cost savings. Contributed to product development teams for launching new products
- Developed numerous Crystal Reports and Excel sheets utilizing Macola MRP and SQL to improve information availability, reliability, and data analysis
- Reduced variances in a standard costing system, collaborating with accounting
- Participated in management and product meetings and interfaced with all departments of the company about new product development, existing product improvement, and general operational issues

CO-OP INTERN

STOLT-NIELSEN, Greenwich, Connecticut, Jan 2002-May 2002

- Designed tools to provide automatic generation of contracts based on chosen clauses, ship utilization vs. ship classification analysis, port time, and net freight analysis (total costs vs. total revenue)

INTERN

VECTOR SCM, Novi, Michigan, July 2001-September 2001

- Created Excel based tools to categorize deviations/invoices and print invoices
- Called suppliers to obtain dimensional information
- Tracked rail cars in Outbound group, and called Railroads to track shipment delays

SKILLS

MRP Expert ● Crystal Reports Expert ● Microsoft Excel Expert
Microsoft Access Intermediate ● SQL Databases Intermediate ● Hyperion Brio Intermediate

COMMODITIES PURCHASED

Raw, fabricated, machined, & stamped steel and aluminum, air springs, screw machining, injection molding, valves, manifolds, air line, fittings, struts/shocks, urethane, LTL transportation, gloves, eye protection, ear protection, first aid

ORGANIZATIONS

Institute for Supply Management (NAPM) 2003-Present
Delta Sigma Pi 1999-Present