

SANJAY JAISWAL

Supply Chain Transformation ♦ Operational Excellence ♦ Lean Manufacturing

- Accomplished business leader with progressive management experience in strategic planning, process improvement, lean manufacturing, project management, and end to end supply chain management
- Proven track record in analysis and evaluation of business systems, analytical problem solving, decision-making, and inter-personal skills with ability to interact with individuals at all levels
- Experienced in a change driven corporate environment with the ability to adapt to business changes such as corporate mergers, outsourcing and evolving technology solutions

EDUCATION & CERTIFICATIONS

- **M.S. - Supply Chain Management, University of Michigan, Ross School of Business, Ann Arbor, MI**
 - Tauber Institute for Global Operations Fellow
- **B.S. - Production & Industrial Engineering, Motilal Nehru National Institute of Technology, Allahabad, India**
 - Project Management Professional (PMP) Certified
 - Certified in Production and Inventory Management (CPIM)
 - GE - Six Sigma Black Belt, Transaction Lean

PROFESSIONAL EXPERIENCE

Collins Aerospace, Troy, OH

01/ 2023 – Present

Associate Director, Materials, Planning, SIOP

- Responsible for site SIOP, inventory, master scheduling, and process improvement
- Led comprehensive exceptions management drive resulting in pushout worth \$52M+
- Modified SS parameters for Troy, OH with projected inventory reduction of \$5M+
- Conducted a workshop for MRO and internal supply orgs resulting a projected inventory reduction of \$1M

TGW International, Wilder, KY

04/ 2022 – 01/2023

Sr. Director, Head of Global Supply Chain

- Leading E2E global supply chain for a leading industrial knife manufacturing company
- Responsible for the planning, S&OP, sourcing, inventory, warehouse, quality and all related activities
- Developing a comprehensive supply chain strategy for in-house manufacturing in US, UK, and India
- Streamlining vendor operations across US, Europe and Asia

HONEYWELL INTELLIGRATED, West Chester, OH

06/ 2020 – 04/ 2022

Director, Global Supply Chain Planning & Materials

- Led Supply Chain Planning and Materials function globally w/ team of 100+ employees \$2B+ business
- Functional owner of SIOP supply plan and supply chain business systems – Oracle ERP, Kinaxis Rapid Response
- Planned and implemented a comprehensive production plan to deliver six troubled projects in 2020 which led to additional repeat business from one of the largest Intelligrated customers in 2021, 2022
- Led the development of materials strategy and strategic transfer of work from existing sites to a new plant, resulting 25% additional manufacturing capacity for the business
- Developed an in-house clear to build tool for better materials visibility and early identification of shortages, improving resource utilization by 20%

GE AVIATION, Cincinnati, OH

03/ 2016 – 01/ 2020

Supply Chain Process Leader (Planning/Forecasting/ERP)

- Developed a comprehensive forecasting strategy to support spares and MRO business globally
- Led segmentation effort for focused forecasting approach, leading improved customer service level, and better forecast accuracy, resulting level loaded plants with 10% increased output
- Led a team of domain experts and data quality to develop a solution blueprint to support global manufacturing footprint for component repairs business for SAP migration from Legacy applications, mitigating risk of potential shutdown or additional IT support cost of \$3M
- Enhanced S&OP process, and developed tools to identify demand variations and supply risk for business
- Led comprehensive inventory redesign process to reduce \$7M of excess materials and established a sustainable model for better inventory control

SCHLUMBERGER, Houston, TX

08/ 2010 – 08/ 2015

Global Supply Chain Leader (Materials/Planning/Sourcing)

- Responsible for sourcing, category management, and supplier management activities for one of the largest sourcing portfolios with an annual spend of \$800M+
- Implemented VMI program for auto parts and MRO items on consignment model to reduce company inventory, better management by functional experts, and release \$15M of working capital for Schlumberger
- Engaged BPO services for general MRO sourcing and tax & title services to leverage service company spend portfolio and data mining capability with an estimated savings of \$4M annually
- Engaged 3rd party audit company to identify contract leakage and recovered \$1.2M from supplier
- Led segment's manufacturing materials management function globally - Responsible for inventory, planning, warehousing, raw materials, and manufacturing systems
- Directly managed a team of 50+ employees (exempt and hourly) at Houston manufacturing center and functionally managed materials management function of plants in China, Dubai, and Romania
- Revamped Sales, and Operations Planning (S&OP) process and balanced statistical forecasting with activity-based forecasting, reducing lead time by 50%
- Strategically identified and outsourced low complexity, high volume assemblies, increasing in house labor availability by 10% for critical components, improving 20% in product group IBT

AT&T, St. Louis, MO

07/ 2001 – 01/ 2009

Project Manager

- Developed process guidelines and coordinated implementation across AT&T business applications and vendor marketing organizations to ensure online promotional campaigns met federal requirements, avoiding future legal issues and associated costs, saving over \$3M in fines
- Managed cross-functional global team of 40 to implement enterprise integration project involving sourcing, consumer marketing, and distribution valued at \$50M within budget and on schedule

Additional Projects/Assignments

University of Dayton, Dayton, OH USA

- Adjunct Faculty, Operations & Supply Management

LyondellBasell, Houston, TX USA

- Established a procurement HUB consolidating North America field operations with 20% fewer buyers and 50% reduction in PO creation time (within 24 Hours vs. 2 work days prior average)

Boeing, St. Louis, MO

- Established Lean Six Sigma model for application in services to reduce operational cost; Led model implementation and trained 200 business unit members
- Simplified audit business process flow, resulting \$1.2M annual savings
- Re-engineered business process for credit reclaims, yielding \$500K in savings