

JOHN M. HELLRIEGEL

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EXPERIENCE

Rutgers University Business School, New Brunswick/Neward, NJ 9/18-present

Assistant Professor of Professional Practice

Teach undergraduate and MBA level classes in supply chain management. Classes taught: Introduction to Supply Chain Management, Demand Planning and Fulfillment, Supply Chain Strategic Management, Global Operations, Strategic Pricing. Support curriculum and program development for department. Mentor first year MBA students in career planning.

Estee Lauder Companies, New York, NY 1/12- 1/18

Vice President, Global Supply Planning

Lead Global Center of Excellence for Supply Planning, managing team of 22 people. Develop best practices, including process development, system solutions, and training. Drive business performance around service, cost and inventory. Scope includes distribution planning and deployment, production planning and scheduling, third party manufacturing, and materials planning.

- Within 18 months, increased customer fill rate by 1% while reducing inventory days of supply by 6%
 - Review and optimize APO/SmartOps planning parameters
 - Work with specific Brands and Regions for root cause analysis and corrective action
- Performed capabilities assessment of supply planning functional areas, to develop and prioritize list of value realization projects for next two years
- Lead company wide “War on Waste” to reduce inventory by \$200M over two year period

Vice President, North America Demand Planning and Replenishment

Lead Demand Planning and Customer Replenishment for NA region, managing team of 30 people. Managed Demand Planning for 16 Brands (~15,000 skus) representing \$4.5B in Sales. Led development of customer replenishment tools and processes for region.

- Improved existing consensus structure to include category reviews, consumer data vs shipment trends, launch baseline information. Reviewed use of APO Demand Planner for more efficient planning within demand hierarchies.
 - Improved Weighted Forecast Accuracy over three years from 62.5% to 66.2%. Improved overall Attainment and Bias metrics respectively
 - Redesigned and led regional Integrated Business Planning process
- Set strategy for customer replenishment
 - Implemented on counter service dashboard to understand true effects on service
 - Partnered with Key accounts such as Macy’s, Nordstrom’s on replenishment strategies and processes

Honeywell International, Morristown, NJ 7/05- 12/11

Global Director, Sales Inventory and Operations Planning (SIOP)

Lead business planning for \$13B Automation Controls division through the SIOP process. Manage development, rollout, and ongoing management for seven business units and their individual lines of business. Drive step level change in Demand Planning, Inventory Management, and Supply Planning.

- Created SIOP process for division, developed assessment tool and drove implementation and improvement. Created SIOP Academy training program and educated over 2,000 people globally.

- Staffed up planning teams imbedded in business units for 91 business unit/region groups.
- Deploy teams to work with specific business units on development projects around Demand Planning, Supply Planning, and Inventory Planning. Integrated over 20 acquisitions as part of process.
- Led Premium Freight reduction program in 2010, by defining policy, instituting controls, root cause and corrective action, leading to \$1M in transportation savings.
- Launched new program on Materials Replenishment effort between Sourcing and Materials Management, using Pull based systems to reduce cycle time and speed information flow. Goal to reduce raw material inventory by \$80M over a three year timeline.

Supply Chain Process Leader

Provide best practices to all Honeywell division for supply chain planning. Lead specific projects that can leverage skills across multiple business units. Projects include:

- Re-designed supply chain networks for Automation Control businesses, with reduction and regionalization of supplier, manufacturing, and distribution centers
- Drove global inventory reduction of \$50M with Fram/Autolite using inventory optimization techniques
- Led redesign for Demand Planning of Turbo China- improved forecast accuracy from 52% to 89%
- Supported parts segmentation implementation for Aerospace (Avionics, Spares) with subject expertise
- Conducted organization redesign for Trans. Systems S Asia-Pacific supply chain group of 75 people

Diageo, Guinness USA, Stamford, CT 3/02- 6/05

Director of Supply, Beer

Responsible for supply team for U.S. Beer for Diageo including: Guinness, Smithwick's, Harp, Red Stripe, Smirnoff Ice, and Smirnoff Twisted V brands, with annual sales of over \$1.2 Billion. Team of five managed Distribution, Production Planning and Inventory Management.

- Continually optimize service at lowest total system cost for network of 9 plants and six dist centers
- Implemented Manugistics and SAP System, Analytical Inventory Targeting, Supplier Performance Management.
- Led distribution planning for two separate network including 8 distribution center run by 3PL
- Run customer care group (interim) for 9 months, supporting order management and service issues
- Led the development and rollout of the Sales and Operations Planning process for all businesses
- Results include:
 - Launched two major brands that account for 35% of portfolio, plus numerous other line extensions
 - Improved Customer Service Level from 88% to 93% On Time Order Fill
 - Reduced Inventory from 7 wks coverage to 4.5 wks overall
 - Reduced supply driven logistics costs, notably intercompany moves, by \$3M annually
 - Saved \$8 million in write-off costs through program of aggressive short code management

Pepperidge Farm, Norwalk, CT

11/98-3/02

Demand Planning Manager

Started up new Demand Planning function for company- created vision, methods, process, analytics and metrics. Managed product portfolio of 400 items with \$600 million annual gross sales for two business units.

- Re-engineered Consensus Forecasting process to align Sales, Marketing, Finance, and Supply Chain
- Helped business to use demand drivers (key accts, distribution, etc) to drive growth and understand risk
- Two year results include:
 - Reduced Product Group Monthly Lagged Forecast Error from 28% to 22% to 19%
 - Improved Customer Service Level from 97.9% to 98.6% to 99.2% on time case fill
 - Improved Inventory Turns from 16.5 to 18.5 for total business, reduced obsolete Inventory by 67%

Supply Chain Systems Manager

Managed all Supply Chain systems projects for company, including process development and training.

- Led company implementation of Manugistics Demand Planning (DP), Distribution Planning (DRP), and Capacity Planning (CPP). Created business flow between corporate and plant supply personnel
- Evaluated MRP processes at eight plants; set common process and delivered training to each site
- Evaluated process for Freight selection and payment, working with 3rd party Logistics provider
- Led Global Purchasing Workbench project for Pepperidge Farm

Accenture (Andersen Consulting), Florham Park, NJ

5/95-11/98

Solution Delivery Manager

- Worked with clients to assess existing supply chain practices – Demand Planning, Production Planning, Distribution Planning, and Inventory Management
- Recommended strategic process improvements; led analysis, design, and training sessions
- Managed implementation teams of up to twelve people for Advanced Planning Systems, including Manugistics and Numetrix products
- Founded Solution Center to provide implementation best practices, analysis and configuration tools, and methodology for multiple engagements
- Client list included: M&M Mars Harley-Davidson Bahlsen (Europe) Kodak

Lockheed Martin Aerospace (formerly GE division), East Windsor, NJ

8/91-5/95

Manufacturing Engineer

- Developed and maintained manufacturing processes in Solar Array and Power shops
- Managed build process of multiple projects through manufacturing

Shop Supervisor

- Managed staff of 20 operators in Solar Array shop, delivered material to schedule

Quality Engineer

- Managed overall quality for TIROS-NOAA weather satellite program
- Resolved any discrepant hardware issues with NASA representative

EDUCATION

Fairfield University

Fairfield, CT

MBA, Marketing

2001

Duke University

Durham, NC

BS, Electrical Engineering

1991

INTERESTS/OTHER SKILLS

- Board member, Johnsonburg Camp and Retreat Center. Volunteer (Appalachian Service Project, Habitat for Humanity, Morris County Food Pantry)
- Languages: conversational in French, German, Spanish