

Brian J. Shallenberger

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SUPPLY CHAIN LEADER

Dynamic Supply Chain Leader with extensive experience in Sourcing, Operations, Distribution and Customer and Supplier Relations. Goal-oriented, self-starter with a proven track record leading a business unit and managing relationships with Customers and Suppliers within a Fortune 500 environment. Develops and implements improved processes to enhance awareness, increase accountability, and drive efficiencies. Combines meticulous attention-to-detail with solid organizational, communication and leadership skills. Adept in handling multiple competing priorities in time-sensitive and deadline-driven settings. Core competencies include:

- Team Leadership
- Customer Relations
- Supplier Relations
- Operation Management
- Billing Metrics and Solutions
- Performance Improvement
- Collaboration and Communication

PROFESSIONAL EXPERIENCE

Cardinal Health, Dublin, Ohio

4/1997 – 7/2019

Manager, Billing Services for OptiFreight Logistics (3/2018 – 7/2019)

Managed Billing Services team of 14 team members; responsibilities include customer Purchase Order (PO) Matching and Cost Center Allocation Services, Lean Matching, Supplier Outreach, Customer File Share, Custom PO File Loads, and Custom AP Uploads.

- Established, measured, and managed functional and individual billing metrics and service levels vs. targets
- Exceeded targets to regularly process over 350,000 customer transactions on a weekly basis
- Collaborated with internal and external partners to deliver billing solutions to market
- Maintained a culture of continuous improvement for customer billing services and team performance
- Provided periodic and timely performance feedback and coaching to staff, including 1:1's, real time coaching, annual reviews and quarterly performance progress discussions
- Facilitated daily and weekly billing team meetings to review metrics and discuss open issues in order to establish team priorities

Senior Consultant, Strategic Planning & Execution (4/2016 – 6/2017)

Served as the business test lead for coordination of EDI testing with over 1,000 external customers, suppliers and trading partners as part of Cardinal Health's system migration to SAP. (Pharmaceutical Modernization Project)

- Liaison between P-Mod, business leaders and National Account management to assure the business has a complete understanding of specific EDI changes, and the impact to our customers and suppliers
- Coordinated with P-Mod project towers to understand how the transition to new systems will impact the ParMed and Brokerage businesses, and our EDI trading partners
- Participate in Supplier Council and Customer Council leadership meetings
- Selected as the Subject matter expert for the various P-Mod towers related to the Brokerage business
- Assumed responsibility as the EDI Business Lead, serving as the key liaison between the business and P-Mod teams for EDI testing updates, business alignment and key issue resolution
- Represented the EDI external test team in meetings with P-Mod senior leadership
- Participated in P-Mod Hypercare for the ParMed and Brokerage businesses. Responsible for logging, tracking and driving resolution for issues identified by the business, customers or suppliers

Director, Supply Chain (4/2006-4/2016)

Led a team of 10 associates responsible for the daily activities of Cardinal's Brokerage supply chain business, supporting over \$14 Billion in annual sales to key retail chain distribution centers

- Oversaw Vendor Managed Inventory (VMI) program for key national accounts
- Engaged with finance to support the budgeting and forecasting of department sales and expenses
- Managed expense control and inventory management (DIOH) in the Brokerage supply chain
- Supported sales organization in securing additional opportunities with future customers, and expand relationships with current customers
- Coordinated with Sourcing Department to assure that all Brokerage purchasing and sales activities remain in compliance with our Distribution Service Agreements (DSA)
- Maintained working relationship with ~ 100 brand and consumer manufacturers
- Collaborated with sourcing and warehouse operations to educate manufacturers on the benefits of utilizing our National Logistics Center (NLC)
- Worked with NLC & field operations to establish Brokerage business within the NLC. Coordinated with customers to execute smooth transition of shipments.
- Collaborated with key customer's corporate inventory management team to assist with month-end and year-end inventory and annual service objectives
- Participated as a Member of the Pharmaceutical Modernization Customer Council. Serve as subject matter expert and key decision maker for the Brokerage business
- Trained as Lean Six Sigma project sponsor
- Provided strong leadership and employee development by consistently meeting and exceeding corporate expectations in employee engagement, manager effectiveness and inclusion
- Executed the transition of 98% of overall volume into the Brokerage Logistic Center (BLC), generating over \$17.5M in annual buy margin
- Met and exceeded monthly contractual service level obligations to our customers
- Established a hybrid inventory just-in-time program to maximize service level and minimize inventory expense for key national account customer
- Coordinated with Sales, National Accounts and customer to transition additional \$1.5B in pharmaceutical volume from competing wholesalers or direct manufacturers
- Drove team to explore supply chain efficiencies. Controllable expenses greater than 7% below budget for 4 consecutive years

ADDITIONAL RELEVANT EXPERIENCE**Cardinal Health, Dublin, Ohio****Manager, Customer Programs**

Managed a staff of 4 responsible for maximizing return on investment for inventory opportunities and executed all margin related activities for key customers. Worked closely with key national account customers to implement inventory investment strategies.

EDUCATION

Pennsylvania State University, Smeal College of Business
University Park Pennsylvania
Bachelor's of Science, Economics