

TIM BROWN

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CHIEF PROCUREMENT OFFICER

TRANSFORM LARGE-SCALE OPERATIONS | LEAD ORGANIZATIONAL RESTRUCTURING & GLOBALIZATION
ESTABLISH OPERATIONAL EXCELLENCE ACROSS \$15B GLOBAL BUSINESSES

Accomplished CPO and Senior Executive, with demonstrated background in leading global procurement operations and transforming businesses to boost organizational performance. Drove short-term gains and quick wins, while building strategic plans for future growth and development, ensuring stakeholder commitments and global OEM customer needs were met.

Cultivated trust, respect, and confidence with senior leadership team over 20+ years of consistently exceeding expectations and delivering results in midst of seemingly insurmountable challenges. Built high-performing teams by modeling desired behaviors, developing accountable cultures, and empowering people to execute against strategic business objectives.

CAREER HIGHLIGHTS

GLOBAL TRANSFORMATION: Centralized global operation functions to eliminate regional silos and management redundancies.

M&A INTEGRATION: Led global operations integration of 3 Tier 1 supplier mergers to create \$350M+ in synergies.

PROCUREMENT: Created unified voice to suppliers and economies of scale via category-based purchasing.

SUPPLY CHAIN MANAGEMENT: Reduced global inventory via value stream mapping and leveraging economies of scale.

MANUFACTURING: Established global quality systems, reduced CoPQ, and boosted efficiency via standardized operations.

GLOBAL CAPEX & MANUFACTURING TECHNOLOGY : Drove global budget, technology, and carbon neutrality.

WW FOOTPRINT: Built and executed global footprint strategy, asset utilization KPIs, and manufacturing location roadmap.

PUBLIC SPEAKING: Experienced presenting to US and Japan government officials and delivering manufacturing seminars.

Areas of Expertise

Organizational Design & Restructuring | Global Operating Model | P&L Ownership | Continuous Improvement Culture
Supply Chain Management | Manufacturing Strategy Development | QA | Engineering | R&D Leadership | CAPEX

PROFESSIONAL EXPERIENCE

ABC GLOBAL, LTD. | New York, NY

Jan 2021 – Present

Executive Vice President | Executive Officer | Head of Operations | Chief Procurement Officer

Appointed to build new operating model and drive transformation, restructuring, and globalization through global pre/post-merger integration of 3 Tier 1 parts supplier subsidiaries merged in 2021, creating single global procurement, quality, footprint, supply chain management, and partner organizations. Provide oversight and direction to worldwide operations of 1,700 total employees across 325 total sites in business of 90,000+ personnel; direct reports include 4 VPs and one manager. Manage \$700M+ global CAPEX. Craft and present operations agenda and updates to CEO and Board.

- **Delivering \$350M+ cost synergies through 2025** by eliminating redundancies, consolidating plants, rationalizing suppliers, and reducing material costs. Drove maximum utilization of global footprint capacity and economics of scale.
- **Integrated all operating functions into global standard operating model** by engaging stakeholders across every site in every region worldwide. Shared best practices and established clear communication channels. Resulted in:
 - Global footprint expansion to 27 countries (50% increase), 50% revenue gain, and 60% increase in talent.
- **Created strategic Make vs Buy manufacturing strategy** to reduce capital investment, inventory, and processes.
- **Reduced DIO 25% and improved freight container utilization 46%** by driving inventory reduction through global value stream simplification and inventory management standards, while utilizing scale to lower logistics cost and scale.
- **Positioned new organization to achieve transformation targets** by creating scorecard for each manufacturing site and building global digital information sharing site, enabling each site to support global organization.

XYZ AUTOMOTIVE SYSTEMS | New York, NY

1995 – Jan 2021

VP | Executive Officer | Head of Operations (Apr 2019 – Jan 2021)

Hand-picked to move to Japan and lead newly formed global operations team created to support execution of corporate global transformation. Developed market position-based strategies for product development and advanced research focused on electrification and automation. Led cross-functional group of 2,170 employees through 6 VPs, plus R&D team of 450+ engineers.

- **Cut CAPEX 32%, procurement cost of sales 2.0%, and cost of poor quality 30% (saving \$500M+)**, increasing investment cash flow 25%, via M&A integrations. Created global operating model, unified culture, and operating standards.
 - Created unified voice to suppliers by developing category-based organization with dedicated leaders for each commodity category worldwide. Eliminated multiple vendor negotiations and enabled economies of scale.
 - Built global CAPEX structure, design strategy, used equipment database, and operations team to reduce redundant engineering design cost and optimize utilization of manufacturing space and equipment capacity worldwide.
 - Defined COPQ categories, created standard calculation method, and set global KPI target. Resulted in best practices, lessons learned, and clearly identified Top 3 areas of improvement opportunity in each category.

Executive Vice President | Chief Operating Officer – Americas (Apr 2017 – Apr 2019)

As XYZ's first non-Japanese COO, returned to the United States to direct all manufacturing, production engineering, Quality, Procurement, and Supply Chain Management. Owned \$4B annual P&L for cross-functional, multi-site organization with 8,000 employees across 9 plants in Mexico and the US. Led team of 9 plant managers.

- **Catapulted market share for HEVs (hybrid electric vehicles)**, while laying foundation to establish first HEV manufacturing facility in the US by launching new HEV electric motor for various vehicles.
- **Led transformation to centralize all business functions** under one head, shifting operations from site-based to regional and redundant management structure to create economies of scale. Reduced fixed cost 10%.

Executive Vice President, Drive Control Systems Division Japan (Jun 2016 – Apr 2017)

Diversified global manufacturing and production engineering, while replicating US plant success in Japan. Led team of 20 direct reports in Global Manufacturing, Global Production Engineering, Global Operations, and Transformation across all 5 regions. Generated and reported on consolidated P&Ls.

- **Transformed division globally** by standardizing operations, integrating numerous acquisitions, and leading Greenfield projects including new facility in Queretaro, Mexico.
- **Ensured product manufacturability** by building Concurrent Engineering team to support NPD, process design, quality validation, and launch. Reduced cost of poor quality while improving product validation and launch readiness.

Executive Vice President & General Manager – Americas (Jun 2015 – Jun 2016)

Charged to return to US to turn around distressed plant with \$420M annual P&L, 1,100+ employees, and production of 1.3M shock absorbers per month. Led direct reports in HR, finance, engineering, quality, supply chain, and manufacturing.

- **Restructured organization** to reduce scope while increasing focus. Created transparent view into plant operations, performance metrics, and improvement opportunities; instituted daily P&Ls; and restored customer confidence.
 - Improved profit margins 17%, cut overtime in half, and reduced lost-time safety accidents 50% in first 4 months.
 - Implemented Simple Flow Strategy for manufacturing and material flow processes.
 - Created short, mid, and long-term plans to drive rapid improvements while maintaining eye on future growth.
- **Cut employee turnover 30%** by transforming organizational culture to improve work / life balance. Reinstated employee appreciation events and awards, instituted feedback mechanism and monthly town halls, and overhauled shifts.

Senior Vice President, Japan (Jun 2013 – Jun 2015)

Returned to Japan to grow global powertrain business to reach \$3B in annual sales revenue. Built and led cross-functional team of 20 employees in concurrent engineering, production engineering, and global operations.

- **Established manufacturing and technical capabilities in Guangzhou, China** by launching Greenfield project.
- **Orchestrated massive business migration** manufacture electrification, hybrid electronics, and autonomous vehicles.

Senior Vice President & General Manager – Americas (Apr 2010 – Jun 2013)

Named XYZ's first non-Japanese Plant Manager. Owned \$800M annual P&L for Harrodsburg, KY plant with 1,200+ employees.

- **Enabled company to enter hybrid-electric market** by building critical infrastructure and creating Greenfield project for electronics manufacturing. **Resulted in 30% increase in sales.**
- **Led operational shift** from site-based to regional operations; success influenced evolution to global approach.

EARLY XYZ ROLES — VP, Operations ('06-'10) | Director of Operations ('04-'06) | Senior Manager, Electronics Manufacturing ('99-'04) | Production Manager ('97-'99) | Production Senior Engineer ('96-'97) | Production Engineer ('95-'96)

EDUCATION

COLLEGE STATE UNIVERSITY | New York, NY — **Bachelor of Science (BS)** in Electronics Engineering Technology
UNIVERSITY COLLEGE | Advanced Management Program | Global Resilient Leadership Program

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