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### Candidate Contact Information

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### Application Summary

<b>Job Title:</b> Commissioner	<b>Job ID:</b> 197016001
<b>Application Date:</b> 06/15/18	<b>Resume Updated:</b> 04/03/18
<b>Career Level:</b> Executive (SVP, VP, Department Head, etc)	<b>Relocation:</b> Will Relocate
<b>Rating:</b> Not Rated	<b>Highest Education:</b> Bachelor's Degree
<b>Work Status:</b> US - I am authorized to work in this country for any employer.	<b>Screening Score:</b> no specified
<b>Work Experience:</b> More than 14.8 years	

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Sincerely,

# Loren D. Hoak

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(478) 293-8008 [lorenhoak@gmail.com](mailto:lorenhoak@gmail.com)

Procurement

Supply Chain

Material Management

Lean Six Sigma

Project Management

## Areas of Expertise

- SAP, JD Edwards, and Oracle ERP Experience
- International Sourcing & Supply Chain Management
- Product Distribution and Inventory Control
- Project Management
- 15+ years of Professional Experience

## Deliverables

Manage **\$35M** in product inventory  
Decreased company expenditures **17%**  
Increased inventory turns **8 to 18** in six months  
Reduced inventory **\$6M** in six months  
Reduced Shipping cost **30%**

## Experience and Deliverables

**Evoqua** (non-union, 70 employee Fabrication Shop)

**Materials Manager** (Managed 18 staff)

**01/2016 to 11/2016**

- Improved Supplier OTD from 60% to 94% in 5 months.
- Improved Customer OTD from 80% to 95+% in the last 6 Months.
- Spearheaded the Kaizen event that improved Start on Time in first operation from 50% to 96%.
- Implemented a new supplier agreement (LTA) which resulted in a raw materials saving for 1 year of 600K and a 25% improvement in inventory turns.

**Ingersoll Rand/ Trane** (non-union, 200 employee commercial HVAC manufacturing facility)

**Materials Manager** (Managed 18 staff)

**2013 - 2015**

- Implemented daily MDI processes on each area of responsibility, with team driven causal identification and problem solving. This includes daily rate planning, cadence development, and Gemba standard work.
- Develop internal supply strategy around kitting of materials to the line. Transforming the materials delivery systems to flow materials according to schedule cadence. Allowing for reduced 15K sq. ft. footprint, maximum flexibility, and timely feedback.
- Implemented weekly scheduling and planning meeting to align functional groups with the forecast and incoming order rates.
- Responsible for logistics productivity, damage, and delivery. Redesigned packaging and developed damage handling process for Macon. Reduced damage by \$300K
- Identified and implemented actions to reduce/eliminate excess and obsolete inventory by working with cross functional teams.
- Develop strategic relationships with targeted suppliers causing MDI misses.
- Developed cadence for large job management across functional groups.

**Titeflex Aerospace** (non-union, 350 employee aerospace manufacturing facility)

**Director of Supply Chain** (Managed 8 staff)

**2010 - 2013**

- Drive operational excellence and standard work practices across plant reducing cost.
- Develop strategic relationships with a targeted global supplier base in Asia, Eastern Europe and North and South America.
- Lead performance improvement programs throughout the supply chain, including LEAN/Six Sigma techniques, and play a key role in their implementation throughout the organization.
- Drive operational excellence and best practices, reducing cost by a minimum of 5% per year.
- Effectively utilizing principles and technologies of forecasting, master scheduling, stock management, and related replenishment activities.

**Franklin Fueling** (Non-union, 500 employee manufacturing shop in the oil and gas industry in Madison, WI)**Purchasing Manager** (Managed 8 Staff)**2008 - 2009**

- Implemented daily production planning meeting to identify opportunities and obstacles for continuous improvement and streamlining activities to achieve company objectives.
- Created metrics to measure results against company targets and benchmarks.
- Balanced Raw, WIP, and finished goods needs with plant and space capacities across the network through all seasonal and promotional volumes, while using S&OP to improve forecasts.
- Reduced International Shipping costs 30% – eliminated overnight airfreight and established regular shipment schedules.
- Identified and implemented actions to reduce/eliminate excess and obsolete inventory by working with cross functional teams.
- Proven understanding and use of Six Sigma, JIT, Lean Manufacturing, Kaizen, 5S, and other business improvement techniques ~ provide me with the tools necessary to accelerate performance.

**ARC Biomedical Services** (Union shop with 400 employees, in the Pharmaceutical manufacturing industry. With 5 distribution warehouses across the state of Michigan)**Six Sigma Black Belt****2007 - 2008**

- Created highly functioning diverse team of engineers, manufacturing staff, supply chain staff and buyers, and implemented methodology for prioritizing and implementing quality improvement projects that would yield high ROI.
- Provide collaborative functional leadership and expertise on complex cross-functional supply chain projects: Distribution Design, Cold Chain Logistics, Replenishment Strategies, Cross Docking, and Warehouse Design.
- Managed projects involving supplier standardization opportunities.

**Materials Manager** (Managed 5 Staff)**2004 - 2007**

- Responsible for and developed the Materials and Logistics Management strategy and operational direction for a \$2.2B Pharmaceutical Company at five temperature controlled warehouses.
- Restructured the manufacturing-driven inventory management system fraught with problems into a collaborative global planning process based on solid forecasting methodologies and an integrated S&OP process.
- Established and implemented quality control procedures, methods, and standards in compliance with cGMP and pharmaceutical guidelines.
- Developed and implemented numerous cost-reducing supply chain strategies utilizing Lean concepts, Visual Control Systems processes, and metrics that improve company performance.

<b>Target Distribution Center</b>	<b>Warehouse Team Captain</b>	<b>2002 - 2004</b>
<b>State Industrial</b>	<b>Sales</b>	<b>2001 - 2002</b>
<b>The Feed Bag, Inc.</b>	<b>Operations</b>	<b>1989 - 2001</b>

**Education**

- **MBA** Northeastern University, 2017  
Master of Business Administration Concentration Finance Expected
- **Bachelor of Arts Degree** Spring Arbor University, 2006  
Management and Organizational Development

**Professional Certifications**

- **Achievement in Management** 2006  
Management/Leadership Development – 50-hour program
- **Lean Six Sigma Black Belt –ARC Biomedical** 2007
- **Certified Supply Chain Analyst (CSCA) - International Supply Chain Education Alliance** 2009