

GINO GATMAITAN

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EDUCATION

- **Masters of Science in Supply Chain Management (3.8/4.0 GPA)** | University of San Diego
- **Bachelor of Science (B.S.) in Global Business / Management Info Systems (Cum Laude)** | Arizona State University

CERTIFICATIONS

APICS Certified Supply Chain Professional (CSCP) | **Certified Six Sigma Greenbelt** | **Digital Marketing Certificate (Columbia Univ.)**

GLOBAL SUPPLY CHAIN, LOGISTICS & OPERATIONS LEADER

- 20 years of success in leading and driving world-class operations and complex supply chains for diverse industries (consumer product goods, electronics, hi-tech, and chemical) and organizations, ranging from start-ups to Global 100 companies
- Proven success in delivering optimization across the value chain - from procurement/demand planning and quality to warehouse operations and fulfillment center - via Lean process improvements, technology implementations, and resource development
- Extensive experience in developing, deploying and executing strategic global supply chains (managed and visited vendors from Asia to Mexico) and operation programs that have resulted in significant cost savings or multimillion dollar revenue growth

AREAS OF EXPERTISE

Operations and Supply Chain Strategy & Optimization | Supplier Management and Development | ERP & WMS | Product Development | Procurement and Purchasing | Project Management | Continuous Improvement | Process Excellence/Lean/5S | Entrepreneurship | Contact Center | Business Process Outsourcing (BPO) | Global Sourcing | Warehousing and Fulfillment

CAREER HIGHLIGHTS

- At GlobalityNet, built strategic partnerships with IBM (AI Solutions), two ERP providers (Acumatica and SYSPRO), and a WMS provider, expanding and enhancing our service offerings.
- With TruConnect, reduced fulfillment cost by 20%-30% while achieving 50%+ faster fulfillment thru ERP implementation and supply chain optimization
- Designed a start-up manufacturing company's supply chain and operations strategy and execution: led its transformation from construction model to Toyota Production System; implemented an ERP system and Lean practices
- Developed from scratch a global supply chain visibility process and tool for Harbor Freight Tools, a \$1B+ retailer, and evolved it into a supplier scorecard and quasi S&OP process using data collection, analytics and program management skills
- Spearheaded a supply chain team that reduced obsolete and slow-moving inventory by 31%, and improved block stock by 22% as the Head of Plant supply chain at Henkel Electronics

PROFESSIONAL EXPERIENCE

GLOBALITYNET, Los Angeles, CA

Jul 2023 to Present

Managing Director, Principal Supply Chain and Operations Consultant

- Drive the company's product roadmap, added five additional revenue streams: IBM AI, Non-asset based 3PL, Mexico nearshoring, ERP & WMS sales and implementation, broadening service offerings, and enhancing market reach.
- Provided an outsourced team: project manager, supply chain and operations analysts to manage and launch e-commerce operations, where we assisted from fulfillment center design layout to WMS sourcing and implementation and item master
- **Fractional COO, Frontier Wireless (a 3PL company)**
 - Implemented a WMS system, end-to-end SOPs, and a new Inventory Control and Quality Assurance team and processes to streamline and automate operations, reducing errors by 40%-50%
 - Instituted lean practices & 5S across the facility, improving overall cleanliness and organization
 - Ushered a new corporate culture of quality and accuracy setting higher expectations of employees and restructuring of staff and management team

TRUCONNECT, Los Angeles, CA

Jan 2022 to Jul 2023

VP of Supply Chain and Logistics

- Led development and execution of long-term strategy, mid-term planning, and daily operations for the company's Supply Chain and Logistics functions.
- Facilitated the company's product roadmap and development with ownership, partner supplier, finance, and customer experience, taking all aspects including competition, budget, quality, and supply chain risks into account
- Optimized 3PL network, achieving a 20-30% reduction in e-commerce fulfillment costs
- Enhanced D2C/e-commerce delivery lead times from 11-14 days to 5-7 days, including implementation of same-day shipping (improving delivery speed by over 50%)

- Reduced fulfillment expenses by 22% by relocating 3PL operations to strategic, automated facilities
- Spearheaded NetSuite ERP implementation, significantly improving productivity, data integrity, and accuracy across the organization

SAMSUNG ELECTRONICS AMERICA (SEA), Rancho Dominguez, CA
North America Supply Chain and Operations Director, Site Director

Dec 2018 to Jan 2022

- Directed strategy and daily operations for Samsung North America's Consumer Electronics (appliances) and Handheld Devices parts operations, managing a \$750M portfolio
- Oversaw end-to-end of North America operations: Inventory, Quality, Fulfillment (3PLs), Logistics, and Contact Center (BPO) operations
- Reduced backorders by 20% while improving quality, enhancing delivery defects by 15% by improving packaging, improving supplier accountability and establishing regular factory visits
- Improved delivery defects by 15% for panels by improving packaging and shipping method
- Cultivated a LEAN culture across North American 3PL operations implementing 5S, visual boards, GEMBA walks and more, reducing errors and improving efficiency

GLOBALITYNET, Los Angeles, CA

July 2015 to Dec 2018

Principal Consultant, Supply Chain and Operations Strategy

- Created a global Business Process Outsourcing (BPO) and consulting company from the ground up: Developed a global team, starting the company's infrastructure (value chain, digital marketing and processes)
- **Gibson Homewares Project** - reported to the owner/COO of \$300M CPG wholesaler where I advised and improved every aspect of operations and supply chain from warehouse operations (improved picking time by 30%) to supplier management (established supplier balanced scorecard), while emphasizing the need for an ERP, which I helped source and implement.
- **GrowthPoint Structures Project** – Worked directly with the founder and CEO of a startup manufacturing company, helping them transition from a construction model to manufacturing. Designed the manufacturing flow (Toyota Production Systems), implemented the ERP system, including BOMs. Managed production planning and purchasing. Led sourcing, negotiations, and procurement for all direct and indirect materials, as well as services and equipment, including MHE, cranes, tools, and IT.

HENKEL, Rancho Dominguez, CA

March 2013 to July 2015

Head of Plant Supply Chain

- Spearheaded and sponsored cross-matrix 6sigma, 5S, A3, 8D, kaizen, and lean projects while directing the plant's supply chain departments in a lean manufacturing environment
- Improved Slow Moving and Obsolete inventory by 30% through root case analysis and working closely with all stakeholders
- Directed the safety, health, and environmental (EH&S) administrative team, and worked with quality, manufacturing, engineering, and safety divisions to resolve day-to-day plant issues and devise long-term strategy

HARBOR FREIGHT TOOLS, Calabasas, CA

Nov 2010 to Mar 2013

Global Supply Chain Manager

- Oversaw 125 contract manufacturers as the PIC for all supplier-related issues, negotiations and strategic sourcing
- Drove product development for 2 of 5 categories in conjunction with category management, managing the roadmap and execution
- Achieved 12%-15% cost reduction across categories through data-driven approach, supplier consolidation & win-win negotiations
- Developed the company's quasi sales and operations planning program to balance supplier capacity with customer demand
- Created a new, highly effective team, developed the company's supply chain visibility tool, and established a balanced scorecard while managing the department responsible for communication between suppliers, global sourcing, and category management

MACYS.COM (e-commerce Fulfillment Center), Goodyear, AZ

Feb 2008 to Nov 2010

Operations Manager

- Directed 50+ employees and managed five different departments: Advanced Receiving Office, Accuracy, Reverse Logistics, Controls, Inventory Control & Quality Assurance (ICQA) for Macy's 2nd ever direct-to-consumer fulfillment center
- Achieved 99% inventory accuracy while attaining 95%+ TAT across all areas within 1st year and consistently through end of tenure
- Developed all departmental SOPs while creating several team(s) from scratch and helping other facilities achieve their targets

SONY PICTURES HOME ENTERTAINMENT, Culver City, CA

July 2005 to Feb 2008

Replenishment (VMI) Manager

- Oversaw the strategic replenishment of 2k + stores and held accountability for the program management of Canada's biggest retailers, including Loblaw's, Zellers, and Walmart
- Exceeded 98% in-stock% and weeks-of-supply targets (4 WOS) and was nominated for Walmart's Vendor of the Year as a result of leadership shown in managing the program
- Mentored and led teams on a new demand management program as a super-user and business liaison for IT.

KLA-TENCOR, San Jose, CA

May 2002 to July 2005

Buyer/Planner (Promoted from within)

- Improved on-time delivery from 60% to 88%+ by turning around a strategic supplier's performance via data and consolidated VMI program for 15% cost savings (v. 5% target) and improving efficiency
- Drove the VMI program and printed circuit board (PCB) commodity and handled the obsolescence program
- Improved spares on-time delivery from 75% to 97% and decreased monthly MRB inventory discrepancy from \$65k to \$3k