

Vita

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CURRENT STATUS

Assistant Professor – Broad College of Business, Michigan State University

Independent Management Consultant - Prosolutions Consulting LLC

EDUCATION

DBA: Lawrence Technological University 2019

MSCIS: University of Phoenix – Emphasis in Computer Information Systems Management 2005

BSBA: Central Michigan University - Marketing Major, Business Administration Minor 1984

TEACHING EXPERIENCE

University	Terms	Course Title	Learning Environment	Role	Average Student Teaching Evaluation
MSU ¹	F2018-S2019	SCM 479 SCM Cost Analysis	Classroom	Asst Prof	4.5
MSU	F2018-S2019	SCM 371 Procurement	Classroom	Asst Prof	4.6
WSU	S2018	GSC 7960 ¹⁰ Lean Six Sigma	Classroom	Sr. Lecturer	4.9
WSU ²	F2016-S2018	GSC 3600 ⁴ Intro to Supply Mgmt	Classroom	Sr. Lecturer	4.55
WSU	S2017, S2018	GSC 3600 Intro to Supply Mgmt	Online	Sr. Lecturer	4.55
MSU	S2016	SCM 372 ⁵ Operations Mgmt	Classroom	Instructor	4.5
LTU ³	S2013, F2013	MGT 6063 ⁶ Strategic Mgmt	Online	Adjunct	4.6
LTU	F2012	GLM 6113 ⁷ Operations Mgmt	Classroom	Adjunct	4.8
LTU	F2012	MGT 6013 ⁸ Mgmt Control Systems	Blended	Adjunct	4.8

¹ Michigan State University, Eli Broad School of Business, Dept. of Supply Chain Management

² Wayne State University, Mike Ilitch School of Business, Dept. of Marketing & Supply Chain Management

³ Lawrence Technological University, School of Management

⁴ Operations and Supply Chain Management

⁵ Manufacturing Planning and Control

⁶ Global Strategic Management

⁷ Global Operations and Supply Chain Management

⁸ Management Control Systems

⁹ Blackboard Catalyst Exemplary Course Award Winner

RESEARCH INTERESTS

Exchange Relationships: Power and power asymmetry in the supply chain, global strategic sourcing, buyer-supplier collaboration, supplier integration in new product development, trust, supply chain governance, knowledge transfer, and customer attractiveness.

SERVICE AND ACADEMIC COMMITTEE WORK

Faculty Advisor: Alpha Kappa Psi, Michigan State University Gamma Mu Chapter 2018-Present

Faculty Advisor: MSU Team, ISM Indirect student presentation team and scholarship Nov, 2018

Faculty Advisor: MSU Team – GM/WSU 2018 Case Competition Oct, 2018

Coordinator: 2019 SCMA Retreat Case Competition Feb, 2019

UG Teaching Committee: MSU Broad College of Business, Dept of Supply Chain Mgmt 2018-2019

Teaching Committee: Wayne State University, Mike Ilitch School of Business 2017-2018

Faculty Coordinator: MILB Supply Chain Mgmt. Advisory Board 2017-2018

Faculty Advisor: Alpha Kappa Psi, Wayne State University Beta Omicron Chapter 2017-2018

Judge: Mike Ilitch School of Business Elevator Pitch Competition 2016-2017

Judge: Alpha Kappa Psi Public Speaking Competition 2017
eLearning Advisory Council: Lawrence Technological University 2012-2013
Master Course Development Committee: Lawrence Technological University 2013
Alliance for Excellence in Online Education: Board Member 2013-present

HONORS AND AWARDS

AT&T Classroom Technology Award: MSU 2019
Delta Mu Delta: International Honor Society in Business (Doctoral Studies) 2016
Blackboard Catalyst: Exemplary Course Award (MBA Strategic Management online course) 2014

INVITED PRESENTATIONS

Personal Branding: WBC Mentoring Program, Cisco, Southfield, MI June 2017
The Strategic Role of the CIO: MSCIS program, Oakland University, MI June 2014
Creating a Balanced Scorecard: MBA program, Lawrence Technological University, MI Nov 2013
The Strategic Role of the CIO: MSCIS program, Oakland University, MI June 2013

INDUSTRY EXPERIENCE

PROSOLUTIONS CONSULTING, LLC, West Bloomfield, MI 2012-Present

Management Consultant

Project dimensions: Supply chain assessment, organization assessment, approaches to global strategic sourcing, supplier segmentation and strategic supplier relationships, supplier performance management, supplier development, supplier integration in new product development, supply chain risk management. Roles include advisor, analyst, strategist, and facilitator.

Expert witness: Litigation related to B2B serial supply disruption.

WEBASTO ROOF SYSTEMS INC, Rochester Hills MI 1985-2011

Vice President Purchasing and Logistics (2007-2011)

Responsibilities: Managing \$280M direct and \$60M indirect annual spend, strategic global sourcing, supplier performance management, annual cost reductions, supplier risk management, logistics management, team talent development, instituting best practices.

Accomplishments: *Built an inclusive cross-functional strategic approach to managing the supply base. Implemented strategic sourcing, cost models, supplier performance management systems, supplier integration in new product development processes, supplier risk management framework, and supplier advisory council. Created a total lifetime cost sourcing basis which optimized direct material, quality and logistics costs. Drove adoption of EDI and Web-EDI internally and through suppliers to improve information accuracy and reduce inventory safety stock requirements.*

Chief Information Officer (2000-2007)

Responsibilities: All aspects of information systems management at \$450M revenue 7 site NAFTA group of Webasto AG. Comprehensive management of network, application portfolio and IS infrastructure for production, R&D, human resources, quality, purchasing, logistics, sales, program management, and general office.

Accomplishments: *Implemented standard physical infrastructure and software application portfolio. Instituted ITIL based change and service practices. Integrated IS in functional departments to improve business value creation through IS adoption/leverage. Reorganized IS to reflect a distributed shared service model.*

General Manager-Aftermarket Operations (1985–2000)

Responsibilities: Growth and profitability of the business unit including full P&L responsibility, manufacturing/operations, purchasing, quality, product design/engineering and lifecycle management, sales, marketing and distribution. Implemented a multi-channel distribution strategy allowing growth in traditional wholesale VAR channels while pioneering OEM accessory, warehouse distributor and national retail chain distribution channels.

Accomplishments: *Grew dealer network points from 25 to 350 and led revenue growth of 7000% from 1985 to 2000 to achieve market leader position in NAFTA and excellent financial performance.*

SCHOLARLY AND PROFESSIONAL MEMBERSHIPS/LEADERSHIP

Society for Information Management Detroit: Board Member	2002-2014
Institute for Supply Management Southeastern Michigan: Board Member	2012-2014
OESA Chief Purchasing Officers Council: Board of Governors	2007-2011

CERTIFICATIONS AND SKILLS TRAINING

ISM CPSM – Registration #4795	Lean Production - Magna GM Training
APQP Fundamentals - Simon and White	Poke-Yoke - Simon and White
Design for Manufacturing - Simon and White	Project Management - 100/200 level training-
ITIL Foundation - Logicalis	Six Sigma - Yellow Belt

COMMUNITY SERVICE

WBC Executive Mentoring Program: Mentor of young professionals
Karmanos Cancer Institute Partners Organization: Board Member
Boy Scouts of America: Troop 326 treasurer, Eagle merit badge counselor
Coach: USSA ski racing, WSSL soccer, Marian and Brother Rice High School ski racing

REFERENCES

Dr. David Closs, Ph. D., Professor, Department of Supply Chain Management, The Eli Broad School of Business, Michigan State University.
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Dr. Jacqueline Stavros, DBA, Professor and Director, DBA Program, Lawrence Technological University, College of Management.
Contact information: Phone +1(248) 204-3063; Email jstavros@ltu.edu

Dr. Brian Jacobs, Ph. D., Assistant Professor, Department of Supply Chain Management, The Eli Broad School of Business, Michigan State University.
Contact information: Phone +1(517) 884-6370; Email jacobsb@broad.msu.edu