JULIAN MERCER

MANAGING DIRECTOR

San Francisco, CA | (415) 555-0148 | julian.mercer@email.com | linkedin.com/in/julianmercer

PROFESSIONAL SUMMARY

Consulting leader with 17+ years in operations and supply chain, leading a practice of 45 consultants serving consumer goods and retail clients. Wins and delivers $5M to $20M transformation programs, from cost reduction to operating model redesign. Rose through every grade at one firm to associate director.

PROFESSIONAL EXPERIENCE

Associate Director, Supply Chain and Operations Sep 2022 - Present
Accenture, Chicago, IL

- Lead a practice of 45 consultants and 4 senior managers, with annual sales of about $30M in consumer goods and retail.
- Won and delivered a $14M supply chain redesign for a top-five US consumer goods manufacturer, cutting the client's inventory days by 9.
- Grew practice revenue 21% over two years by building long-term relationships with 5 client executives and expanding existing accounts.
- Reviewed proposals and steering committee decks for 8 active engagements, keeping all engagements within budget and margin targets.
- Developed four senior managers toward promotion through structured coaching and stretch project assignments.
- Sponsored a recruiting partnership with the Kellogg and Booth MBA programs that brought in 18 new hires.
- Run a monthly pipeline review with the client service leads, which moved two stalled proposals into signed statements of work.

Senior Manager Sep 2018 - Aug 2022

- Led teams of 20 on a distribution network optimization for a retailer with 900 stores, which cut annual freight cost by $11M.
- Developed an operating model for a client's 3 plants that reduced the number of planning layers from five to three.
- Managed client relationships with the chief supply chain officer and presented quarterly progress to the CEO.
- Co-authored two proposals with partners that converted into $9M and $6M programs.
- Ran a quarterly steering committee with the client's supply chain and finance leaders to track savings against the signed business case.

Manager Sep 2014 - Aug 2018

- Managed a team of 8 on an S&OP implementation, raising forecast accuracy for key items from 68% to 79%.
- Delivered a procurement savings program across 140 categories that generated $7.5M of annualized savings.
- Mentored 10 analysts and consultants on analytics and client communication.

Consultant Aug 2009 - Aug 2014

- Built network models and cost-to-serve analyses that identified $4M of savings for a food manufacturer.
- Analyzed warehouse productivity data across 6 sites and helped the client set labor standards.
- Prepared weekly status reports and steering committee materials for a 14-month program, with no client escalations raised on reporting accuracy.

CORE SKILLS

Operating model design | Supply chain strategy | Business development | P&L management | Executive client management | Cost transformation | S&OP | Network optimization | Procurement strategy | Change management | Team leadership and coaching | Proposal and pricing | Steering committee facilitation

EDUCATION

Bachelor of Science in Economics, Northwestern University, Evanston, IL

CERTIFICATIONS

Project Management Professional (PMP), Project Management Institute | Prosci Certified Change Practitioner, Prosci