

# BRIAN NESBIT

333, 1252 Copper Road ▪ Dallas, TX 75019 ▪ 303-555-5555  
brian.nesbit@mail.com ▪ LinkedIn Profile

## TECHNOLOGY INNOVATION LEADER Governs and Drives Global Business Transformation Projects

Onsite and Offshore ▪ Data-Driven Advances ▪ Global SAP Programs

Trusted leader and certified SAP professional who transforms business problems into business solutions through delivery of customized programs and strategic projects. Entrepreneurial and client-focused. Supports corporate strategy, enhances operations, and delivers business value. Champions high-performance work environments.

Leadership	Technology	People
<ul style="list-style-type: none"><li>IT Development Strategy</li><li>Executive Project Oversight</li><li>Program Governance</li><li>P&amp;L / Budgeting Oversight</li><li>Risk Management</li></ul>	<ul style="list-style-type: none"><li>SDLC Methodologies</li><li>SAP COE Facilities</li><li>SOX Compliance</li><li>SAP P2P Fluency</li><li>Cloud Strategy</li></ul>	<ul style="list-style-type: none"><li>High-Stakes Negotiations</li><li>Client Engagement</li><li>Performance Enhancement</li><li>Team Building</li><li>Resource Management</li></ul>

### TECHNOLOGY LEADERSHIP HIGHLIGHTS

- ▶ **Executed complex SAP-enabled global business transformation projects**, valued up to \$50M each, managing budgets, P&L, and governance and delivering with **100% success rate**.
- ▶ **Advised businesses and executive staff on leading IT strategies, benefits, and solutions**, leveraging emerging technologies to enhance operations and reduce cost structures by as much as 36%.
- ▶ **Honored with Project Delivery Excellence Award in 2012** for turning around failing \$16M global supply chain project and delivering it on time and within budget.
- ▶ **Directed a global team of 38** to create and deploy procurement transformation solution to 22 countries. Improved adoption of VMI process to achieve annual global savings of approximately \$20M.
- ▶ **Oversaw \$2M offshore SAP COE set-up in India**. Secured infrastructure, managed recruiting, aided negotiations, and drove delivery management.
- ▶ **Advised on development of strategic technology plans and multi-year roadmaps** for corporate business systems. Collaborated with cross-functional business group and secured executive management buy-in.

## PROFESSIONAL EXPERIENCE

Global Business Services – Dallas, TX

2011 – Present

### SENIOR MANAGER

Spearhead delivery of IT-enabled business transformation solutions in SAP supply chain services and oversaw P&L responsibility and target achievement for multiple and concurrent projects. Identify and pursue sales opportunities, advising clients on strategy development to support business transformation programs and aid key business decisions. Build and direct cross-functional consulting teams.

- ▶ **Partnered with electric and gas utility client to generate three-year, \$30M SAP project roadmap.** Managed global onsite and offshore team of 100. Delivered back office transformation on time and within budget, generating over \$1M in annual company savings.
- ▶ **Achieved sustained annual procurement savings of \$100M** for electronics manufacturer. Supported procurement optimization vision through delivery of global SAP solution – an \$8M endeavor.
- ▶ **Re-engineered struggling \$12M global supply chain transformation program,** slashing company PO cycle time 24%, increasing spend percentage and contract compliance 10%, and reducing inventory 16%.
- ▶ **Proposed joint development idea to leverage strengths** of internal maintenance software, Maximo, and Ariba Network; securing over \$1.2M in annual savings.

HI-TECH Inc. – Jersey City, NJ

2008 – 2011

### SAP SENIOR MANAGER

Rapidly promoted to senior-level subject matter expert role to perform as Project Manager, Integration Manager, and Solution Architect on a number of projects. Built SRM and e-sourcing capability by hiring, training, and directing consultants. Developed go-to-market strategies and harvested intellectual capital from engagements.

- ▶ **Championed three work streams and provided advisory services on \$100M** railroad supply chain application platform. Delivered enterprise-wide data model enabling standardization and \$1.1M in process efficiency savings across the supply chain.
- ▶ **Facilitated 20% inventory savings and improved asset visibility** for a telecommunications company with seven million users in 36 states. Produced asset acquisition and tracking blueprint.
- ▶ **Delivered \$6M global procure-to-pay solution,** with 15 consultants, on schedule and within budget.

## PROFESSIONAL EXPERIENCE *CONTINUED*

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Business System Solutions – Chicago, IL

2002 – 2008

### CO-FOUNDER AND TECHNICAL DIRECTOR

Established boutique consulting firm, specializing in new dimension SAP products. Directed \$4M operations and 15 peak staff, managing client and talent acquisition and overseeing organizational operating plans in collaboration with senior management. Opened a sales office in Holland and a delivery center in India.

- ▶ **Reduced inventory and spare parts by 40%** for transmission manufacturer, working as Solution Architect to create supply chain optimization solution.
- ▶ **Led \$3M supply chain optimization implementation** for drywall gypsum boards manufacturer. Directed a team of 12 to deliver solution on time and within all required KPIs.
- ▶ **Spearheaded \$1.6M procurement optimization project for Coca-Cola**, delivering development 15% under budget and 26 days ahead of schedule.

Computer Services – Seattle, WA

1999 – 2001

### SAP MANAGER

Hired as one of the very first SAP consultants. Personally formed and established SAP practice and methodologies. Charged with setting up offshore SAP COE based out of Chennai, securing infrastructure, assisting senior leaders with negotiations, and managing hiring and delivery.

## TECHNOLOGY TOOLBOX

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SAP ECC-MM ▪ SRM ▪ SAP-Sourcing ▪ SUS ▪ SCM ▪ SNC ▪ APO ▪ SAP Mobile Platform and Solution Manager  
 iOS Development ▪ Android Development ▪ ASAP Implementation Methodology ▪ Agile Methodology  
 Business IT Relationship Management (BRM)

## EDUCATION AND PROFESSIONAL DEVELOPMENT

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Bachelor of Science, Computer Science – University of Massachusetts  
 SAP Certifications: Project Management & Materials Management

## Resume Strategy

Brian approached me with a plan to target senior director IT roles, with companies using SAP, hoping to secure a position that involved less travel so that he could settle closer to home.

The resume was strategically designed from top to bottom to emphasize his blended leadership and technical abilities. Although strong in both areas, Brian did not want the resume to come across as overly technical or technically weak. His profile, core competencies section, and technology leadership highlights on page one carefully present a combination of technical and non-technical points and skills. A blend of leadership and technical accomplishments are also proudly presented on the first page.

The remainder of the resume maintains the same technical leadership focus, spreading content over three pages for easier readability.

Two big 'value-adds' of Brian's included entrepreneurial experience and his work with onsite and offshore set-up. Therefore, his earlier career history (on page 3) has been strategically included. The document is summarized with a technical toolbox section that is not too heavy with content.

Wanting a format that stood out among a sea of competitors, I designed this unique electric look to match Brian's power-driven personality. His first response was that he never thought his resume could look so good, and he was pleased with the careful blend and tactical positioning of his skills.