

# Julie A. Phillips

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## Summary of Qualifications:

Subject matter expert in the arena of strategic procurement initiatives encompassing packaging, merchandising, and overall supply chain efficiency. Understand marketplace dynamics and new packaging / product development cycles and timing. Highly skilled in all facets of:

Strategic Planning	Process Improvement	Product Launch Timing
Estimate Volume Planning	Budgeting	Innovation/Renovation Strategies
Product Manufacturing	Packaging Production	Logistics

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## Major Leadership Accomplishments & Business Achievements at Nestlé:

- Achieved cost savings in excess of \$10MM in 2005.
- Subject Matter Expert /Lead Negotiator for Merchandising in 2004 to drive Integrated Merchandising Supply Chain solutions.
- Achieved cost savings goals through initiatives such as reverse auctions and new technology implementations.
- Developed Group Work Flow Process to bring a project from idea to commercialization in 12 steps.
- 2000 & 2001: Business Excellence Awards: Golden Products Division New Product Innovation & Launch.
- 2002 & 2003: Team Contribution Awards: Implementation of Packaging projects.
- 2004: Nestlé Purina Pillar of Excellence Award: Highly Efficient Operations.

## Professional Experience:

### **Strategic Purchasing – Nestlé Business Services, North America**

11/ 2004 - current

- Overarching responsibility for a \$342 MM category (Rigid Plastic packaging) within Nestle, North America.
- Assimilated “best in class” components from each Operating Company to create a world-class category model.
- Presented Total Cost of Ownership model to highlight cost driver categories.
- Developed new package design for club stores to drive incremental 5% sales volume on 4 brands.
- Identified, negotiated, and implemented \$13MM of cost savings initiatives across OpCos against a business case of \$2.9MM.
- Executed actual net resin movement programs with suppliers across 5 Operating Companies.

### **Purchasing Manager-Nestlé Purina PetCare Company – Solid Fiber & Resin**

2/ 2001–11/ 2004

- Implemented 2-up molds combined with thin wall PP technology on the 4-gallon pails to achieve annualized savings of \$1.2MM. Working on same technology for 5.3-gallon pails. Annualized savings at \$1MM.
- Selected by NBS as SME, Lead Negotiator and execution change agent for the Corrugated Merchandising Category.
- Obtained annualized savings in excess of \$5MM across the 5 Operating companies.
- Created Strategic Partnerships to leverage knowledge and ability to drive down Total Cost of Ownership.
- Analyzed ROMI (Return on Marketing Investment) to better understand and manage costs while improving response time for the sales force and marketing teams.
- Led NPPC Merchandising Teams to win 2 POPAI awards for displays.

**Purchasing Manager –Golden Products Division, Ralston Purina Company** 1/2000 – 2/2001

- Sourced, managed, and budgeted all raw materials and packaging supplies for the division.
- Developed and implemented Supplier Partnering Program based on industry best practices and benchmarking.
- Ensured the launch of Tidy Cats Crystals. Project went from concept in November 1999 to store shelf in April 2000.

**Logistics – Ralston Purina Company** 8/1998 – 1/2000

- Re-engineered processes in Deployment by developing routing guide for Sam's Clubs and identifying additional uses for OM – GEMMS (Oracle) software linkage to provide better visibility of customer orders tied to Purchasing needs.
- Scheduled production on all packaging / manufacturing lines (18 lines) at 3 Golden Products factories. Gained understanding and impact of JIT deliveries of raw materials & packaging supplies.
- Identified best practices in manufacturing and implemented across all 3 manufacturing facilities.
- Utilized skills and knowledge to develop communication & cross training across all areas of logistics: purchasing, deployment, transportation, production scheduling, warehousing, and transportation.

**Graduate Teaching Assistant – University of Missouri-Columbia** 9/1996 – 5/1998

- Taught Writing Intensive Business Management course to undergraduate students at the University of Missouri-Columbia.
- Assigned reading and writing topics, required weekly papers on specific business themes, graded essays, tutored students, recorded grades.

**Training Manager – Missouri State Public Defender System, Columbia, MO**

**Lien/Recoupment Assistant – Missouri State Public Defender System, Columbia, MO**

1/1990 – 11/1995

- Developed and implemented programs for trial attorneys representing the indigent accused.
- Created and maintained an automated lien recoupment process, including income tax intercept program that took collections from \$14,000/year (prior to program) to over \$400,000/year (in year 3 of program) to fund training for public defenders in the state of Missouri.

**Professional Training:**

Sustainable Packaging Summit – Fall 2005

Nestlé Leadership Framework: Business Leader/People Leader – St. Louis, MO – 3/15 – 3/16/2005

Nestlé Management & Leadership Principles – St. Louis, MO – 5/28/2003

Nestlé Management Seminar – Rive Reine, Switzerland – 4/20–5/2/2003

Learning Maps for NPPC – 7/22/2003

IMS: Delivering Superior Value – 3/3/2003

Orchestrating Peak Performance – 5/17/2001

Creating an Inclusive Workplace – 4/3/2001

Retail Adventure – 6/23/2000

Learning Maps – End-to-End Business Process 6/7/2000

IMS: Benchmarking Best Practices – 11/15/1999

Management Training Conference – 5/1999

**Education:**

Master of Business Administration, Dual Major-Marketing & Management - University of Missouri-Columbia, MO – 1998

Bachelor of Arts, English Major; Business Administration Minor – Central Methodist College – 1989

**References:** Available upon request.