

# JOHN JAMES DREUTH

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## SENIOR OPERATIONS STRATEGIC LEADER

Entrepreneurial approach drives scalable / analytic approach to generating profitable results and operational improvement

- Strategic planning
- C-Suite collaboration
- Team building
- Executive leadership
- Business acumen
- Entrepreneurial expertise
- Complex project management
- Cross-functional leadership
- Well organized, detail oriented
- Drive business strategy
- Transformation implementation
- Motivated self-starter
- Process improvements
- Predictive analytics for decision-making
- International experience

## PROFESSIONAL EXPERIENCE

**US FOODS** Rosemont, IL

2012 to 2016

### Strategy Support Director / Senior Strategy Project Manager

Managed coordination of key strategic transformation projects totaling over \$1 billion dollars in projected increased sales including Sales Force Coverage, Category Management, Strategic Vendor Management, Chef's Store and Replenishment that included business case development, timeline tracking and financial oversight in collaboration with CEO and C-Suite.

#### ➤ Process Improvement and Goal Achievement

- Researched and designed the corporate Program Management Office structure and responsibilities
- Created and maintained corporate wide air traffic control file to assist in strategically planning the next 12 months
- Coordinated efforts in writing annual corporate goals outlining the CEO's vision

#### ➤ Merger and Acquisitions

- Utilized across functions (marketing, merchandising and supply chain) during merger discussion with Sysco in problem solving and process improvement
- Planned the marketing road map for a post-merger with Sysco

#### ➤ Program Management

- Program Manager for the creation of a new legal entity, cost transfer model, centralization procurement and setup of regional produce redistribution centers. Oversaw 4 project manager with EBITDA impact of ~\$80 million
- Managed the national sales conference with a budget of \$13 million and 5,000 attendees

**JDPL CONSULTING INC** Lincolnwood IL

2016 to Present

### Founder and Managing Partner

Micro-consulting for small to mid-size companies

- Specializing in program/project management, business strategy, data analysis and implementation
- Working on your business while you work in your business

**JDPL PROPERTIES LLC** Lincolnwood IL

2005 to Present

### Founder and Owner

Hands on owner/ manager of multiple residential property units to achieve maximum profitability

**CSC CONSULTING** Oak Brook IL

2003 to 2012

### Senior Consultant - Manager / Staff – Business Designer / Associate – Business Analyst

Complex consulting assignments for Fortune 100 clients to simplify operations for greater productivity and profitability.

#### ➤ Siemens: Consolidated 4 distribution centers resulting in \$8 million annual savings.

- Created a cost model on returned items to aid in the decision to scrap or repack material
- Managed inventory transition across business units and lite finished goods assembly & facility shutdown activities

#### ➤ AT&T / SBC Communications: Designed order picking process and facility layout for the release of U-verse product line in 5 facilities; assisted in implementation and go-live of pick-to-light and conveyor systems for 4 facilities

- RFP and supplier selection for the conveyor picking line with box erectors and pick-to-light
- Designed picking operation process flow alternatives with modifications to up / down stream warehouse processes
- Created cycle count procedure and reports for use in over 600 garages

**CSC CONSULTING (CONT'D)**

- **Anheuser Busch:** Led facility redesign implementation in 19 facilities including new storage systems and efficient overall warehouse flow
  - Reduced pick path by over 14 miles per day in one facility; increased available storage locations by nearly 800 pallet positions in another
  - Managed client relationship with presidents and owners while working independently at client site
  - Participated in creation of new layouts for over 25 different facilities
  - Managed racking vendor relationship including oversee the installation teams of 2 to 5 people each
- **Griffith Laboratories:** Managed development and implementation of capacity management tool including future roll out to 18 facilities with over \$4 million dollars in savings over 5 years
  - Led simulation design and configuration of the SIMUL8 software that modeled the manufacturer's facility
  - Identified process improvement initiatives totaling \$500k in cost avoidance over 4 years
- **Tribune:** Marketing / sales strategic analysis including transportation, warehouse and manufacturing capacity
  - Identified new potential revenue totaling almost \$5 million, with \$1.4 million coming from shared fleet use, backhauling, warehouse storage and 3rd party facility leasing
- **First Caribbean International Bank:** Convert and migrate data of various core and non-core banking applications then implement across 15 territories for bank merger forming one of the largest Caribbean financial institutions
  - Supported Programme Control Office with logistics for all work visas & living needs for 40-50 consultants
  - Created a new bill paying process that reduced the cycle time by 1-2 hours each month for each consultant
  - Centralized vendor invoicing and provided single-point of expense reporting and reconciliation to the client

**RANDOM HOUSE, INC.** Des Plaines IL 1998 to 2000

**Industrial Engineering Manager; Industrial Engineer**

Project Manager of the design and planning, supervision, and completion of the physical move of two warehouses from Illinois to Maryland, consisting of 35 million units while maintaining the availability of all 7,500 products

- Reduced throughput times of daily orders from 48 to 24 hours

**OTHER RELATED EXPERIENCE**

**LINCOLNWOOD BASEBALL ASSOCIATION** Lincolnwood IL 2011 to Current

**President; Board Member**

Lead 270 player organization with 12 member volunteer board and \$50k annual budget

- Responsible for revenue generation, customer growth, community relations and donor funding
- Restructured executive team and board responsibilities to support new strategic direction
- Increased registration 50% along with Income up 50% while costs down 20%
- Restructured sponsorship levels and involvement leading to 60% increase in sponsors
- Rebranded the logo for the league
- Upgraded technology to all online registration and scheduling, including mobile application

**INEDAREALTOR, INC.** Wilmette IL 2000

**Co-Founder; Chief Executive Officer**

- Created and implemented marketing and pricing plan, designed website and layout

**EDUCATION**

**NORTHWESTERN UNIVERSITY** Evanston IL MS Predictive Analytics

**PURDUE UNIVERSITY** West Lafayette IN MBA

**PURDUE UNIVERSITY** West Lafayette IN BS Industrial Engineering

**SKILLS AND ACTIVITIES**

**COMPUTER SKILLS:** AutoCAD, "C", HTML, SQL, MS Project, Excel, Word, Access, Power Point, Outlook, Visio

**ACTIVITIES:** Coach Little League, Softball, Golf, Basketball, Football, Whirly Ball