

Lori Sisk

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Dedicated Professor with proven success to educate students and professionals new concepts, leading class processes, business methodologies and IT applications. Motivated by challenges and possesses a passionate mindset and attitude about driving others to the results they want to achieve. Over 25 years of experience in training, management, supply chain, and purchasing with proven abilities to:

- Stretch students and teams to their fullest potential through effective leadership
- Prepare students for successful entry into the job market
- Bring the research and teachings to life through real world purchasing and supply chain examples
- Work with industry leaders to promote student hiring
- Select and support case competition teams

Core Leadership Strengths

Effective communicator
Talent Building
Positive Reinforcement

Student Focused
Focused Facilitator
Performance Improvement

Collaboration
Honesty and Integrity
Relationship Building

PROFESSOR/TRAINER/SPEAKER EXPERIENCE

- Lecturer at Wayne State University 2003-current
 - Teach supply chain and purchasing classes at the undergraduate and graduate levels
 - Build self confidence in students through continuous encouragement to improve upon their skillsets
 - Play an essential role for many students' job placement process through networking with industry colleagues and adequately preparing students with a top notch resume and for an effective interview
 - Coached over 5 case competition teams to excel presentation skills and analytics thus co-winning one competition, obtaining second place in another, and placing in the top 5 in most others
- Developed purchasing and supply chain material (such as Reverse Globalization, Strategic Sourcing, Supplier Development, Risk Management, etc.)
 - Presented at AIAG Certification Program, APICS (American Production and Inventory Control Society) Conference in South Africa, PanHellenic Purchasing Institute Conference in Greece, ISM International Conference, ISM Satellite Seminar, APICS International Conference, PMAC (Purchasing Management Association of Canada) conference, and ISM Michigan seminars
- Trained over 200 consultant colleagues in strategic sourcing, eRFx, auction strategies and tools
- Trained over 400 users in auction strategy and tools at multiple global automotive OEMs
- Taught a negotiation course to over 30 participants that prepared them to have successful negotiations
- Designed and facilitated workshops in order to achieve rapid cost reduction results in an aerospace company
- Co-taught a 2 week new hire class which incorporated methodology, structured thinking, and case studies
- Developed and presented supplier workshop for over 50 suppliers to learn the JIT approach

PUBLISHED ARTICLES

- **Supply Chain and Logistics - Greece**
October 2009 "Global Strategic Sourcing"
- **APICS Magazine**
October 2007 "Beyond Piece Price"
- **NAPM Purchasing Today** (NAPM (now ISM) National Magazine)
May, 1999 "At the Drawing Board"

EDUCATION & PROFESSIONAL DEVELOPMENT

Six Sigma Green Belt Certified, 2004

Certified Purchasing Manager (C.P.M.), 1992

MBA, December 1990, Bowling Green State University, Bowling Green, Ohio

Bachelor of Science in Business Administration, December 1986, Bowling Green State University

- **Majors: Procurement & Materials Management and Marketing**

AWARDS and ORGANIZATIONAL POSITIONS HELD

Wayne State University Supply Chain Council Outstanding Educator Award

GM Transformers Award

ISM (Institute of Supply Management) Leadership District Person of the Year

ISM Public Relations District Person of the Year

ISM (Institute of Supply Management) Women in Leadership Chairperson ISM Southeast Michigan – Former President’s Advisory Board, President, 1st Vice-President, Treasurer, Director of Public Relations, Co-Director of Scholarship and Education

CAREER HISTORY

General Motors

9/12 – 05/15

Supply Chain Manager

Responsible for establishing and implementing a demand and supply repeatable process that allows a cross-functional team to determine the ideal solution to meet customer expectations through launch

Lead cross functional meetings with key stakeholders to ensure demand and supply are well understood, communicated, and proactive action plans are put in place. Perform root cause capacity analysis for critical commodities that historically created plant issues. Developed an analysis tool that reveals weekly comparisons of supply and demand and allows for simulation that shows impact if demand trends differently than current forecast.

Lead enterprise executive committee on all programs’ launch status and risks associated. Coach program teams on launch process and remove roadblocks. Developed and implemented launch processes that will be used for future launches enterprise-wide.

Information Technology Manager

Manage a team responsible for leading business and IT transformation initiatives

Coordinate with the delivery organization to develop and deploy transformational IT solutions to business challenges using optimal technology solutions. Oversee business value delivery, business value attainment, and business satisfaction. Led IT Purchasing portfolio development and managed resource allocations to meet business priorities.

Hewlett Packard

12/06 – 07/12

Principal Consultant

Responsible for bringing industry leading processes and technology solutions to clients which resulted in efficiencies being brought to the bottom line.

Identified and developed pipeline for the sector to meet applications sales growth expectations in the Manufacturing Sector. Established new logo targets and worked with account teams on business development to enable target attainment.

Collaborated with key stakeholders in order to complete business process analysis across the enterprise and developed functional requirements to prepare for implementation of an ERP system.

Managed the fulfillment strategy, current state assessment, and implementation roadmap for a client to procure HP information technology hardware.

Standardized processes for tracking of empty returnable containers at a domestic OEM and managed the development of process flow diagrams, work instruction sheets and training so that the solution is sustainable.

Reduced cost of the IT Supply Chain PMO on the account by 50% through efficiencies and re-aligning resources. Facilitated and institutionalized Project Quick Start (PQS) sessions which enabled the projects to have a “GREEN” start and drove the improvement of green projects from 80% to 95% within a six month timeframe and lead team through a Six Sigma project in order to increase efficiencies in the sales process.

Co-led a client Supply Chain IT team to establish technical issue analysis, identify required Subject Matter Experts (SMEs) and stakeholders to address each major issue, and provide rigor on solution development to the point of an “executable plan” on a global project. Developed and facilitated end to end Risk Mitigation session for Technology Launch Readiness. Developed Supply Chain process flows for the client which has been used for business process definition.

Neumann Homes

12/05-12/06

Director of Purchasing

Responsible for leading a ten person team through a strategic sourcing process which resulted in 15% savings from the previous year.

Rationalized supply base from 350 to 70 suppliers within 6 months through a supplier qualification process. Successfully utilized reverse auctions which is cutting edge for the home building industry. Implemented supplier suggestion program which created supplier collaboration and managed ten team members who implemented leading supply chain practices.

The Elite Team, LLC

10/03-12/05

Global Industrial Supplies Leader at Delphi Corporation

Responsible for strategy development, strategic sourcing, total cost analysis that resulted in 10% annualized savings for \$1B spend for indirect goods and services.

Developed and implemented a standardization process to save \$6M covering spend of \$50M within one year by working in collaboration with the supply base. Managed and trained a fifteen person team who had minimal supply chain experience. Represented the VP Of Global Supply Management at ISM (Institute of Supply Management), NMSDC (National Minority Supplier Development Council), OESA (Original Equipment Suppliers Association), etc. Developed auction/eRFQ process and spend analysis processes.

Ernst & Young, LLP

04/97-06/03

Senior Manager

Responsible for managing strategic sourcing projects, building teams, and driving efficiencies at clients.

Responsible for \$7M P&L project and responsibility for over 20 E&Y team members at Covisint, a B2B automotive exchange. Led segment of the product development team which created and prioritized product concepts, facilitated customer validation sessions, evaluated make vs buy technology decisions, defined revenue projections, determined pricing, and created customer agreements. Managed the E&Y team responsible for global deployment of software applications for asset management, quote management and auctions to OEM customers. Led the auction training efforts to develop the materials, design the classes, and train Covisint global customers including US, Canada, Japan, Mexico, South America, Australia, and Europe.

Developed the non-merchandise organizational strategy, established the new centralized organization from a decentralized organization at Fleming Companies. Led a ten person team that developed, prioritized initiatives and implemented the strategic sourcing effort for the non-merchandise organization who purchased items such as telecommunications, temporary labor, travel, IT, advertising, capital equipment, waste management, inventory management, uniforms, janitorial supplies, office supplies, etc. that saved \$2M in 4 months

Led a commodity team through a business case which highlighted make vs. buy scenarios and the identification, assessment, and selection of capable global companies for aerospace starter electrical motors at TRW Aerospace. Developed and managed an implementation phased plan at TRW Aerospace that incorporated mitigating the risks associated with the financial, marketing, and manufacturing impact of the outsourcing process for small electrical motors.

TRW, VEHICLE SAFETY SYSTEMS, INC.

09/94-04/97

Purchasing Supervisor/Senior Buyer

Brought 10% savings and efficient processes to the organization

Sourced airbag doors for over 50 carlines based upon performance metrics such as qualification of suppliers, Total Cost of Ownership, and delivery history along with commitments for current and future cost reductions. Negotiated over \$5M in cost reductions and cost avoidances through continued improvements to materials, processes, etc. through supplier collaboration on \$50M spend. Supervised and trained 3 purchasing assistants to develop the cost tracking system, engineering change procedure, and tool tracking procedure.

Initiated a supplier VE/VA program that would take cost out of the process and product. Developed a launch review process including a readiness review & run at rate prior to the official production ramp up curve that reduced the need for expedited shipments and increased delivery compliance.

AUTOALLIANCE

01/87-09/94

Senior Buyer/Buyer/Production Planning Specialist

Responsible for qualifying and sourcing, through supplier collaboration, interior trim parts including seats, seat frames, adjusters, headliners, carpets, and door trim totaling \$1B

Negotiated an average of 5% cost reduction through TCO analysis prior to the launch of the vehicle program and an additional 3% throughout the life of the program. Identification and implementation of 100 value engineering suggestions achieving \$12M annual cost reductions through collaboration with the supply base. Responsible for long-term relationships and supplier development including delivery, quality, pricing, manufacturing improvement and specification optimization throughout the supply chain
