

KATHRYN A. MATTESON, MBA

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Director/Manager of Sourcing

Global Sourcing / Project Management / Negotiations / Vendor Management

Profit-driven sourcing professional, 10 years experience, MBA. Negotiates and builds long-term relationships with clients and vendors, balances cost versus quality requirements. In-depth understanding of lean manufacturing, packaging and inventory management. Creative eye for design and innovative problem-solving skills ensure products surpass customer needs and achieve timely delivery.

Aggressive margin growth	Product Development
Factory selection and qualification	Vendor and Client relationships
Analytical and Strategic thinker	Manage multiple projects
Manufacturing, Inventory Management	Direct multi-functional teams
Direct Marketing, Merchandising	ISO 9000-2, TQM, GMP
Plastics, glass/crystal, porcelain, and flexibles	US FDA, Consumer Safety regulations

PROFESSIONAL EXPERIENCE

Lenox Inc., Langhorne, PA, 2001 – Present

Procurement Manager: Catalog, Internet, Jewelry and Jack Daniel's

- Manage global product development of Lenox Exclusive products: porcelain, crystal, metals.
- Reduced personalized product costs 60% maintaining logistics costs and quality.
- Saved \$300M yearly average through negotiation of discounts, extended trade terms and freights allowances.
- Decreased costs and increased production flexibility by expanding global vendor base.
- Identified vendors of innovative, quality products. Qualified new factories for quality and social compliance.
- Reduced product development costs and increased speed to market by 3-4 weeks, while initiating lead/cadmium-free directive with strategic partner, eliminating steps in development cycle.

ALCAN, Millville, NJ, 6/99 – 7/01

Sales Account Representative

Experience included: project management, contract review, translation of specifications and blueprints into engineering documents, accounts receivable, logistics, and initiation of quality process.

- Managed inside sales (+\$20MM) of pharmaceutical packaging for 15 international accounts.
- Decreased aged inventory valued greater than \$400M. Recovered lost revenue valued at +\$25M.
- Co-Captained and managed team for the American Heart Association, fund-raised \$10M.

Johnson Controls (Acquired by AMCOR in 2002), Pine Brook, NJ 2/96-7/99

Assistant Materials Manager (promoted from Production Assistant) (12/97-7/99)

Supervised shipping staff of 8 in absence of Materials Manager. Interacted daily with production and shipping personnel, vendors, clients (Coca-Cola, Pepsi, Cott, Mott's, Libby's, Northland) and logistics. Ensured safety stock levels, monitored vendor performance, negotiated contracts. Forecasted sales and production for capacity planning. Planned plant production schedules using MRPII Systems.

- Improved data base accuracy, reduced inventory shrink and slow moving inventory. Analyzed movement of materials, corrected inaccuracies, utilized cycle counting and planned purchases, enforced FIFO shipping.

Information Systems Administrator and Poweruser (12/97-7/99)

Managed network LAN, and all hard and software. Implemented initial installation of MFG Pro and uploaded all system modifications. Delivered continuous improvement training at the facility level. On call 24/7.

- Member of corporate management team which evaluated and planned the live implementation of integrated financial module. Directed rollout of module at facility level.
- Overcame lack of training and overturn in shift personnel. Created and implemented end-user system instruction and SOPs which were implemented at other plants.

EDUCATION

MBA: Marketing and International Business BA, Liberal Arts: Behavioral Science & Economics

Rutgers University □ Camden, NJ Drew University □ Madison, NJ □ 1996

Graduate December 2005 □ 3.8 GPA Cum Laude

National Marketing Honor Society: MU Kappa Tau