

DONALD E. OSBORN JR.
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Global Supply Chain Manager with proven track record leading procurement operations for Fortune 100 firms, delivered cost savings, process improvements, and business transformation. Demonstrated experience in complex business solutions, demanding client environment, and global operations. Proven experience in general management, strategic source planning, supplier management, materials business applications, product development supply chain and e-Commerce. Adept at developing global resources, generating significant cost savings and promoting innovative solutions in a complex environment.

SKILLS

- Global Operations
- Strategic Sourcing
- Vendor Management /Outsourcing Strategy
- Continuous Improvement
- Change Management
- Talent Development & Utilization
- Project Management
- Product Supply Chain Development

PROFESSIONAL EXPERIENCE

[Dir. Business Development, TerraSymmetry, Inc](#)

2020 – Present

Rochester, Mn

- Develop Professional Service offerings and Business structure
- Concept mapping and Supply Chain assessment
- Operations and Technical lead

[Consultant / Development / Business Entrepreneur / Volunteer](#)

2015 - 2020

Rochester, Mn; Austin, Tx; Melbourne, Aust

- Free Style Expertise engagement with entrepreneurial opportunities
- Professional career development instruction
- Supply Chain assessment, Risk migration plans, IT Strategy and Operations

[SCM \(Supply Chain Management\) Global Manager: Continuous Improvement Program](#)

IBM Rochester, Mn

2011 - 2014

- Global Team Leadership
 - Managed international team remotely; members assigned from all IBM Outsourced Supply Chain Managed Accounts world wide
 - Chaired standing review sessions to monitor Continuous Improvement Program's progress and additional opportunities that arose
 - Approved all Six Sigma Black Belt projects, monitored implementation to delivery, validated improvements
- Annual Strategy Planning with Business Unit Executives
 - Developed global objectives to meet corporate financial requirements
 - Developed budget for required projects, resources
- Collaborative Account team workshops
 - Chaired Kick-off sessions with all Outsourced Accounts to plan projects to achieve improvement objectives
 - Directed Division Lead for Six Sigma Black Belt certifications
- Executive measurement reviews
 - Presented metrics of monthly, quarterly, annual progress reports to Division Senior Executives

Delivery Project Executive: Business Transformation Outsourcing (BTO)

IBM Melbourne, Victoria, Australia

2008 - 2010

- Sourcing, Operations, Account Lead (SOAL) for "Procure to Pay" outsource operations in Melbourne, Australia.
- Managed Account Procurement teams:
 - Indirect Commodities Strategic Source Selection group, responsible for \$1.3 billion Australian dollars in annual contract spend
 - Tactical Purchase Order group, responsible to ensure \$13.5 billion Australian dollars in annual transactions process integrity.
- Customer Relations Call Center group remote in Bangalore, India.
- Finance and Payable teams' remote in Bangalore, India and Poughkeepsie, New York.
- Presented operational metrics with Client Executive team in weekly, monthly, quarterly meetings
- Lead Transformation IT application team for SAP implementation
- Developed and Document all Procure processes to ensure proper processing for all purchase transactions.
- Stake Holder Executive management reviews to engage in Business Development opportunities

Senior Procurement Brand Manager

IBM Rochester, Mn

2004 - 2008

- Managed team of Procurement Development Managers:
 - Procurement support of IBM Development and Design groups designing non-IBM and experimental IBM products.
 - Primary mission to select, qualify, and manage suppliers for manufacturing of non-IBM brand and experimental IBM products using IBM design standards, technology.
 - Performed Global Procurement leadership for IBM non-Branded developed products for IBM development teams in Japan, Germany, USA.
 - Interface directly with Client on all phases of business development process: Bids/Proposal, Bring-Up, Production Delivery
 - Provided procurement support for applications designed and manufacturing for use in Military, Medical, Telecommunications, Automotive, Power generation, Petroleum and Banking industries

Division Procurement Manager

IBM Rochester, Mn

1997 - 2003

- Management of manufacturing procurement department supporting Rs/6000 work stations.
- Responsible purchase commodities performance: sub-assemblies, optical drives, power supplies, interconnection (cables, connectors assemblies), chassis, monitors, packaging material for manufacturing of IBM (i / p / z series) brand servers.
- Procurement support: strategic supplier selection, qualification, vendor management: non-conformance and performance resolution.
- Managed; New Product introduction ramp, Demand & Supply planning process, Strategic commodity contracts, and Capital budget planning.

Manufacturing Plant Procurement Manager

IBM Austin, Tx

1986 - 1997

- Managed all procurement operations supporting manufacturing of IBM Personnel Computers, Graphic Work Stations.
- Purchasing support and Supplier management of electronic components, Hard drives, electronic card assemblies.
- Provided daily, weekly, monthly, quarterly Supply and Demand commitments to ensure inventory optimization and mitigate manufacturing interruptions.
- Managed Invoice Payment / Material Receipt errors
- Lead Manufacturing Off-Load transition from IBM manufacturing plants to OEM plants.

EDUCATION AND PROFESSIONAL DEVELOPMENT

Certified Black Belt in Six Sigma: DMADV, DMAIC, Lean Sigma methods: SigmaPro

IBM Management School, IBM Armonk

IBM Leadership 2000 Development, IBM Austin

Graduate Studies, Mechanical Engineering, University of Texas at Austin, Austin, TX

BS, Ocean Engineering, College of Civil Engineering, Texas A&M University, College Station, TX