

MARVIN L. SCHULDINER, MBA

P.O. Box 272
Franklin Park, New Jersey 08823
(732) 297-3717 marvs@sannslc.com

SUMMARY

A seasoned managerial professional with 12 years of experience in the areas of logistics, supply chain, materials and financial management, and sales. Strengths include very strong analytical and decision-making skills, leadership, managing multiple concurrent projects, solving problems and discovering opportunities, a contemporary management style, and systems knowledge. A consistent record of innovation, leading to cost reduction, service improvements and revenue increases. A quick learner with the ability to make an immediate impact.

EXPERIENCE

SANNS, LLC, Somerset, New Jersey
Managing Owner

2004 – Present

- Provide value-added consulting and independent contracting services in the areas of supply chain, logistics, operations, transport, warehousing, distribution and inbound movements, process flow, managerial finance, and project management
- Design and host websites

TIBBETT & BRITTEN GROUP, Warren, New Jersey
Business Development Manager

1999 – 2004

- Developed comprehensive proposals, strategy, pricing, positioning and technical solutions for potential and existing clients to secure new business in the U.S., Canada and Latin America for a global third-party logistics provider
 - Focus was on warehousing, transportation and physical network design in retail and manufacturing sectors, generally consumer goods
 - Solutions included operating, capital and start-up budgets
- Led and managed project-based solution (matrix) teams consisting of technical experts, analysts, and (on larger projects) other solution managers
 - Technical experts came from all areas of supply chain management, including production planning, forecasting, inventory management, transportation, information systems, finance, legal and loss prevention
- Secured over US\$300 million in new business for the company, as well as entry into new Latin American markets
- Performed consulting projects for potential and existing clients
- Maintained successful client relationships
- Coordinated with and obtained buy-off from relevant internal departments
- Presented proposals to clients at all levels of management
- Participated on start-up teams to ensure smooth transitions
- Created internal tools and models for planning, budgeting and departmental costing analysis, allowing for streamlined proposal development and analysis of department efficiency
- Documented and updated the Business Development Process, standardizing the process and improving the quality of proposals
- Responsible for the career development of one analyst and mentoring of another analyst

TOYOTA LOGISTICS SERVICES, INC., Torrance, California **(1992 – 1999)**
Logistics Planning Manager **1997 – 1999**

- Led the development of the U.S. national distribution network to deliver over 1.2 million vehicles to 1,500+ dealer points from five sources (annual expenditure in excess of \$300 million)
- Designed short-, mid- and long-term logistics strategy, concept and design utilizing SAILS (a powerful strategic logistics network optimization package) ensuring proper resource allocation, minimized costs and adequate capacity
- Generated and implemented annualized savings in excess of \$2 million and created distribution networks for two new products
- Produced a semi-annual planning volume and distribution forecast for use by the logistics department and vendors
- Managed a staff of three professionals
- Prepared annual budget and objectives for group
- Coordinated projects through implementation to ensure a smooth transition
- Negotiated private vehicle processor contracts and rates
- Executed multiple ad hoc projects helping reduce cost and improve service

Kaizen and Planning Administrator (Toyota Transport) **1993 – 1997**

- Led planning function (business analysis) for Manufacturing Parts Logistics group, an internal logistics company, which performed both truckload and specialized trucking operations, parts consolidation/sequencing/export operations and “third party” intermodal rail and truck contracting
- Performed network, mode, operational and financial analysis; pricing; vendor and customer contract/pricing negotiation; vendor selection; annual budgeting and objectives; sales and marketing; cost reduction and service improvement
- Reduced inbound mid-western and southern U.S. logistics costs by over 20% while improving service through application of Toyota Production System (lean manufacturing) principles
- Re-engineered inbound logistics flow, eliminating the cost of dray moves
- Led a multi-company group in establishing a Texas consolidation center for Mexican-sourced parts (including tactical and day-to-day issues through start-up) which reduced in-plant inventory and network costs
- Planned and implemented Chicago drayage and milkrun operations, leading to lower costs and improved service
- Analyzed and prepared facility/plant location studies for other Toyota divisions, minimizing logistics costs for planned products

Transport Analyst (Toyota Transport) **1992 - 1993**

- Performed financial and performance analysis for in-house autohauling and truckbed transportation division, controlling costs and improving service
- Initial member of the planning/implementation team that created the Manufacturing Parts Logistics group
- Made presentations to senior management and the Board of Directors

EDUCATION

MICHIGAN STATE UNIVERSITY, East Lansing, Michigan
Master of Business Administration

RUTGERS UNIVERSITY, New Brunswick, New Jersey
Bachelor of Science in Engineering (with honors)

NEW YORK UNIVERSITY, New York, New York
Certificate in Conflict and Dispute Resolution candidate

- SKILLS** Project Management, Inventory Management, Order Processing, Cost Control, Microsoft Windows and Office Suite (including Access), Microsoft Project and Visio, Lotus Office Suite, Lotus Notes (including database development), some Visual Basic, MapInfo, Network Modeling, Insight SAILS, i2 Strategist and Modeler, PC Miler, SAS, HTML (webpage development), PC Assembly, 3PL, 4PL, Miller Heiman LAMP and SSO
- LANGUAGES** Developing competency in Spanish
- PERSONAL** Treasurer, Trustee and Webmaster for Homeowner Association; member of Beta Gamma Sigma Business Honors Society; former manager of horse racing partnerships; volunteer for Reading for the Blind & Dyslexic