

# Ella Kirk

📞 (260) 555-7318 ✉️ ella.kirk@example.com 💼 linkedin.com/example/ellakirk 📍 Fort Wayne, IN 46805

## SUMMARY

Supply chain planning professional with nine years of experience across manufacturing, demand planning, inventory strategy, dealer support, and cross functional S&OP. Leads data driven improvement initiatives that connect commercial demand with production capacity, **factory availability**, inventory priorities, and customer commitments. Builds **assurance of supply** processes that help sales stakeholders and dealers make informed decisions during constrained conditions. Facilitates **demand and supply reviews**, evaluates return on investment, investigates root causes, and develops practical alternatives for performance improvement. Coordinates projects across sales, operations, procurement, manufacturing, logistics, and business partners, using clear milestones and effectiveness measures. Combines analytical thinking, informed judgment, manufacturing supply chain knowledge, and collaborative execution to improve **inventory utilization**, supply performance, and commercial partnerships.

## EXPERIENCE

### Senior Supply Chain Planning Engineer

March 2023 - Present

BlueRiver Engine Systems

Fort Wayne, IN

Leads **supply planning** for commercial engine and power system programs serving regional dealers. Owns weekly allocation decisions, dealer S&OP, assurance of supply reviews, improvement evaluations, and cross functional project delivery across sales, manufacturing, procurement, logistics, and planning.

- Connected sales pipeline, **factory availability**, inventory, and customer priorities during weekly allocation decisions.
- Facilitated dealer **S&OP** reviews using forecast changes, capacity limits, and constrained component data.
- Built **assurance of supply** reviews from open demand, inventory, schedules, and exception data.
- Evaluated improvement proposals through **root cause analysis**, cost tradeoffs, service effects, and ROI estimates.
- Directed cross functional projects with milestones, resources, decision points, and effectiveness measures.
- Established reviews for backlog, **inventory utilization**, schedule adherence, and supply exceptions.

### Supply Chain Planning Engineer

January 2020 - February 2023

Northstar Industrial Equipment

Columbus, OH

Managed demand and supply alignment for manufactured equipment families. Translated forecast, order, inventory, and capacity information into planning recommendations, inventory actions, S&OP decisions, and improvement projects for operations and commercial leaders.

- Translated forecast, order, inventory, and capacity data into monthly planning recommendations for operations leaders.
- Developed analytical models that exposed recurring supply gaps by component and product family.
- Coordinated S&OP inputs across sales and **manufacturing**, documenting assumptions and **factory availability** decisions.
- Led **inventory utilization** work that matched excess stock with alternate demand and open requirements.
- Managed planning improvement projects from problem definition through implementation, schedules, dependencies, and outcome measures.
- Introduced distributor demand reviews and exception reporting that improved pipeline information for production planning.

### Supply Chain Analyst

June 2017 - December 2019

Great Lakes Motion Products

Cleveland, OH

Analyzed planning information for manufactured motion control products and supported weekly exception management, monthly **demand and supply reviews**, inventory segmentation, root cause work, and effectiveness tracking across commercial and operations teams.

- Produced weekly exception views from production, inventory, order, and supplier data for planners.
- Investigated material constraints by separating forecast, lead time, supplier, and scheduling causes.
- Created inventory segmentation reports that separated active requirements from slow moving stock.
- Consolidated forecast changes, backlog, capacity concerns, and inventory exposure for monthly planning reviews.
- Tracked process change actions and effectiveness measures for planning parameters and material flow practices.
- Resolved data discrepancies across sales, manufacturing, logistics, and procurement for consistent supply decisions.

### Supply Chain Coordinator

June 2015 - May 2017

Midwest Components Group

Toledo, OH

Coordinated order, inventory, production, and logistics information for a manufacturing operation. Supported material scheduling, supply exception escalation, demand meeting preparation, transaction accuracy, root cause work, and small improvement assignments.

- Maintained order, inventory, and production inputs used for material scheduling and customer demand.
- Reviewed component availability and escalated supply exceptions with supporting data for timely decisions.
- Reconciled inventory and logistics records with warehouse and production personnel before reporting cycles.
- Prepared demand summaries that organized customer requirements and factory status for operations meetings.
- Documented transaction and material flow causes, supporting corrective changes to planning practices.

- Tracked small improvement assignments with purchasing, logistics, and manufacturing staff through completion.

## PROJECTS

### Dealer Assurance of Supply Review 📅 2024

Created a recurring review model connecting open demand, inventory, production schedules, and exception data. The process gave sales leaders consistent information for customer commitment discussions.

### Inventory Utilization Improvement 📅 2022

Led analysis matching excess material with alternate demand and open requirements. Work supported better allocation choices and reduced unnecessary replenishment decisions.

## LEADERSHIP & AWARDS

- APICS Certified in Planning and Inventory Management, earned 2019.
- Project Management Professional certification, earned 2022.
- Recognized by planning and commercial partners for clear supply prioritization support.

## EDUCATION

### Bachelor of Science in Supply Chain Management

Bowling Green State University GPA: 0

2015

Bowling Green, OH

**Coursework:** Supply chain planning, operations management, logistics, inventory control, procurement

## CERTIFICATIONS

- APICS Certified in Planning and Inventory Management 📅 2019
- Project Management Professional 📅 2022

## TECHNICAL SKILLS

- **Planning Systems:** Demand planning, supply planning, material requirements planning
- **S&OP Methods:** Sales and Operations Planning, demand review, supply review
- **Inventory Management:** Inventory utilization, inventory segmentation, replenishment planning
- **Manufacturing Planning:** Factory availability, production scheduling, capacity planning
- **Supply Chain Analysis:** Root cause analysis, exception analysis, supply gap analysis
- **Commercial Planning:** Sales pipeline alignment, dealer support, customer prioritization
- **Financial Analysis:** ROI analysis, cost tradeoffs, service impact assessment
- **Project Management:** Project planning, milestone tracking, resource coordination
- **Performance Measurement:** Effectiveness measurement, schedule adherence, backlog reporting
- **Logistics Management:** Logistics processes, material flow, order coordination
- **Stakeholder Collaboration:** Cross functional communication, partner coordination, meeting facilitation
- **Procurement Coordination:** Supplier constraints, purchasing coordination, component availability

## SKILLS

- |                              |                       |                       |                           |
|------------------------------|-----------------------|-----------------------|---------------------------|
| • Supply chain planning      | • Inventory strategy  | • Root cause analysis | • Logistics processes     |
| • Manufacturing supply chain | • Assurance of supply | • Critical thinking   | • Performance measurement |
| • S&OP                       | • Dealer support      | • Decision making     | • Cross team integration  |
| • Demand planning            | • ROI analysis        | • Project management  |                           |

## PROFESSIONAL AFFILIATIONS

- APICS member, supporting continued learning in planning and inventory management.
- Project Management Institute member, maintaining professional project delivery practice.

## LANGUAGES

- English (Native)
- Spanish (Intermediate)

## ADDITIONAL INFORMATION

**Work Status** : Authorized to work in United States. No sponsorship required.

## REFERENCES

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AVAILABLE ON REQUEST