

Ronald E. Larimer II

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Experienced Supply Chain and Procurement leaders with experience driving procurement transformation through sourcing leadership, process improvements, inventory reduction, internal communication and a proven track record of creating innovative solutions that solve complex business challenges in matrix organizations.

Expertise & Critical Contributions

- Procurement Transformation
- Supply Chain Strategy & Integration
- Strategic Sourcing
- Business Metric Development & Execution
- Sales and Operations Planning
- Value Focused Leadership
- Continuous Improvement
- Knowledge Programs
- Cross Matrix Collaboration
- Staff Development
- Multinational Team Leadership
- Consulting Program Leadership

Employment History

Independent Procurement Consultant – Huntersville, NC

2013 – Present

- Led strategic sourcing initiatives for strategic direct, indirect and capital purchases for companies from \$700 million to over \$108 billion in annual revenue.
- Achieved savings of over 36% in MRO & Safety, 51% in Forklifts, 71% in Propane, 26% in Direct Fasteners, 18% in Corrugate, 16% in Pallets & 16% in Purchased Parts strategic sourcing initiatives at 1 diversified manufacturing company in 2016.
- Led squeeze letter campaign across 250+ suppliers to identify immediate cost savings.
- Interim procurement leadership during multiple acquisition integrations.
- Redesigned capital sourcing process for a \$2 billion paper and plastic packaging company.
- Designed corporate savings tracking process for multiple diversified companies.
- Designed internal procurement sales campaign to improve procurement's influence & visibility.
- Designed and conducted client procurement training sessions.

Owner – When the Balloon Goes Up!, Huntersville, NC

2011 – 2013

PROCURIAN, King of Prussia, PA

2005 – 2011

Market Intelligence Services Practice Lead (2008 – 2011)

- Led the spend, realized savings and compliance processes for 22 accounts representing \$22B/yr in spend and \$600MM in savings across 2,500 initiatives and ~400 monthly data feeds.
- Developed the reporting used at all accounts to communicate spend, realized savings and compliance to c-level.
- Increased the frequency of client spend analytics reporting from annually to monthly.
- Increased the Spend, Savings and Compliance reporting productivity by 50%.
- Led the development of a software as a service product from conception through design, development and to the initial beta client.
- Led a 17-person international team and directed the work of 11 dedicated IT resource

Program Manager – Aerospace Client (2007 – 2008)

- Led a 3-person category management team with an 11-person buying center using FAR purchasing requirements.
- Turned around troubled relationship to extended agreement for 3 years and increase authority.
- Guided client through the sun setting of an e-commerce solution and selection/implementation of the new web based replacement.
- Led account through Tool Sharpening demand management project with participation from the vendor, procurement, engineering and production.

Savings Lead (2006 – 2007)

- Led the savings pipeline development and sourcing process management for 7 accounts in the Oil & Gas, Industrial Packaging, Industrial Manufacturing, Food/ Beverage, Consumer Products and Aerospace industries.
- Led category managers through annual category planning process.
- Developed internal bench-marking product that lead to 50MM in indirect spend budget reductions at 1 industrial packaging client.
- Developed the spend, savings & compliance reports that became the company standards.
- Developed tools kit for sourcing leads' and category managers' use to calculate savings.

Program Management Associate (2005 – 2006)

- Led ARIBA buyer training at 12 industrial manufacturing facilities for our largest client.
- Led all supplier implementations at 12 facilities across the US.
- Saved \$3.5 MM on a \$7 MM contingent labor contract for a discrete manufacturing facility through mark-up reduction, improved productivity and transfer of risk.
- Led sourcing and implementation at midsize 2 accounts.

Director of Logistics & Strategic IT – KTM NORTHAMERICA, Amherst, OH

2003 – 2004

- Led the integration of Canadian motorcycle, repair parts and merchandise logistics with the existing US capabilities to more than 400 dealerships from US warehouses.
- Saved more than 30% on existing US small parcel and brokerage contracts.
- Reduced warehouse small parts inventory by a 33% while increasing order fill rate from 85 to 95%.
- Developed sea freight container tracking system that provides visibility of product mix and quantities for improved sales and warehouse and national demand management.
- Managed the dealer allocation process based on production restraints.

Solutions Delivery – ACCENTURE, Columbus, OH

2000 – 2002

Financial Advisor Coach – AMERIPRISE, Columbus, OH

1999 – 2000

Education

THE OHIO STATE UNIVERSITY, Fisher College of Business, Columbus, OH

2002 – 2004

Master of Business Administration – Honors

Operations & Logistics Management and Consulting

OHIO UNIVERSITY, Athens, OH

1995 – 1999

Bachelor of Business Administration

Marketing, Finance, and International Business