

DENNIS M. COLLINS

192 West Wyoming Avenue, Melrose, MA 02176
Phone: 781-662-2953 Cell: 781-249-6181
DMCOLLINS192@AOL.com

Purchasing and supply chain professional with experience in negotiating prices and contracts, improving inventory control and purchasing systems, quality control, shipping and receiving. Developed and executed plans to procure raw materials and services – packaging, ingredients, paper, plastics, resins, metal parts, chemicals, energy, contract services, office supplies, facilities services, MRO and freight within both consumer and industrial products companies using MRP (including SAP). Initiative and creativity to develop and implement cost effective solutions that surpass company goals.

SUMMARY OF QUALIFICATIONS

Strategic Planning Management	Purchasing	Supply Chain
Product Development teams	Logistics	Global
Negotiations Management	Quality	Project

PROFESSIONAL EXPERIENCE

DSM NeoResins, Wilmington, MA 2009 2005 to

International Chemical Manufacturer - \$650,000,000 in sales globally

Regional Buyer – US

- Managed all purchasing for 3 US sites – including monomers, resins, and MRO
- Negotiated and contracted - \$3,500,000 in savings on a spend of \$30,000,000
- Part of SAP implementation team for acquired plant – led Purchase to Pay module
- Reduced vendors by 15% while increasing DPO from 30 to 60 days and increasing OTIF (on time and full) deliveries
- Developed Strategic Sourcing plan for supply security and maximum savings on key raw materials
- Set and managed budgets – reported to management on market and price trends
- Member of a Global Business Team and Supply Chain teams

Old Mother Hubbard, Chelmsford, MA 2005 2004 to

Consumer Food Products – \$70,000,000 in sales

Procurement Commodity Manager

- Responsible for all raw material and packaging
- Redesigned corrugate shippers – increasing pallet efficiencies by 33% and reducing costs
- Negotiated long term contracts for commodities
- Part of the MRP/ERP implementation team
- Managed inventories at multiple manufacturing facilities including 10 co-packing operations
- Successfully worked with Marketing and Product Development to launch 18 new products

Bemis Associates, Shirley, MA 2003 1997 to

Industrial products - 2 plants in the U.S. - one international - \$50,000,000 in sales

Purchasing Manager

- Managed all aspects of purchasing, including plastic resins, paper, packaging, facilities and contract vendors and buyer training with annual expenditures of \$20,000,000
- Maintained inventory of raw materials at corporate levels
- Worked with sales, product development and suppliers to lessen “product to market” time and gain

“first look” at new technologies

- Negotiated cost saving in excess of \$3,500,000
- Reduced inventory by 25% by developing fourteen consignment programs for raw materials
- Managed the disposition of distressed inventory realized over \$250,000 from sale of inventory
- Lowered the cost of freight by \$250,000 by consolidating vendors, and negotiations with domestic and international carriers while increasing on-time deliveries

Dennis M. Collins

Amcel, Watertown, MA

1995 to

1997

Industrial Products - \$50,000,000 in sales

Purchasing/Sales Manager

- Managed the quality, purchase, and inventory of all materials
- Developed, implemented and maintained production and purchasing schedules
- Promoted positive ongoing customer relationships and served as a problem-solver and resource to customers
- Realized \$300,000 in cost savings
- Sold over \$2,000,000 in materials from a \$0 start-up position

H. Heller Co., Littleton, MA

1993 to

1995

Sales company - Plastic resins, rubber, chemical additives and color concentrates

Marketing Manager

- Developed a customer base nationwide, with emphasis on the New England area
- Increased sales volume by 15% by locating new materials for sale and customers
- Purchased and sold materials in excess of 15 million pounds - \$3,000,000
- Directed and supervised local sales staff

Webster Industries, Division of Chelsea Industries, Peabody, MA

1992 to

1993

Consumer goods manufacturer - \$150 Million in sales.

Commodity Manager

- Planned and controlled \$10 Million budget for recyclable materials, color concentrates, and additives
- Developed and executed a plan to purchase 80 Million pounds of materials including, 15 Million pounds for a new recycling technology
- Realized cost savings of \$2,000,000 through negotiations and value analysis
- Reduced the dock unloading time by 20% developing and maintaining a receiving schedule
- Increased through-put pounds by 17%

Superior Brands Inc., Division of Nestles' USA, Quincy, MA

1985 to

1992

Consumer goods manufacturer with five facilities in the U.S. and two international - \$70 Million in sales

Purchasing Manager (1986 to 1992)

Assistant Purchasing Manager (1985 to

1986)

- Planned and executed \$8 Million budget for packaging, ingredients, chemicals and printed media
- Instituted policies and procedures for Purchasing
- Developed and implemented a computer Inventory Reporting System resulting in improved forecasting, reduced inventory and a consolidated vendor base that provided increased efficiency and cash flow
- Implemented a Value Analysis effort resulting in \$1,000,000 in savings
- Successfully and on-time introduced redesign of 300 SKU's with minimal waste and obsolescence
- Developed quality standards and made “on-press” approvals
- Directed package designers, marketing and converters reducing waste and costs while increasing

quality and decreasing “time to market”

EDUCATION: UMASS – Boston (BSC) – BS Mathematics

Courses in: Purchasing, Negotiations, MRP/ERP, Vendor Certification, Finance, Project Management, Presentation Skills, Import/Export Shipping, Theory of Constraints, Lean Manufacturing, Supervision, ISO, Supply Chain, International Law, Oliver Wight Class A,

BUSINESS SKILLS: SAP, Fourth Shift, Access, ACT, Project, Power Point, Excel, Lotus, Outlook
AFFILIATIONS: ISM - Institute for Supply Management

APICS - American Production and Inventory Control Society