

ALAN P. NICKLAUS

Burnsville, Minnesota 55337
alannicklaus@gmail.com

(952) 300-0503

Talents

Operations Manager	Warehouse Manager	Supply Chain Manager	Production Control Manager
Indirect Sourcing	Cost Savings	Shipping & Receiving	Software Implementation

Major Achievements and Accomplishments

- 15+ years of broad leadership experience, critical thinker with strong analytical skills, strong negotiator using developed verbal and written skills within procurement, logistics, operations, supply chain, and IS departments.
- Excellent leadership and communication skills, strong mentoring, coaching, and developing teams, conflict management, lean principles, 5S, TQM and implemented departmental KPIs.
- Established and sustained supplier relationships, utilized benchmarking analysis for competitive positioning and mitigated risks. Always conducted business with highest integrity.
- Proven results in on-time performance, total cost solutions, supplier reduction, successful negotiations, unique solutions, procurement and warehouse productivity, customer servicing, team building and process improvements.
- Nine years of indirect sourcing variety of products and services, identifying and developing sourcing strategies to reduce total delivered costs, negotiated contracts, mitigated risks, and vetted suppliers for effective implementation.

Experience/Accomplishments

NuAire Inc., Plymouth, Minnesota (\$75+ Million)

Production Control Manager

June 2020 – Oct 2022

- Managed 19 direct reports with responsibility for production control and warehousing in a metal fabrication company for the medical, pharmaceutical, and educational industries.
- Implemented new Tier 2 software company-wide with focus for the production control and warehouse departments.

StrategicSource, Bloomington, Minnesota (\$3 Million)

Category Manager

June 2011 – Mar 2020

- Over \$400,000 in monthly savings for our clients with indirect sourcing of financial categories, various products, and services in 50+ other categories using RFQs and RFPs.
- Demonstrated leader in production (125% of monthly goal, six years in a row, strategic planning with innovative ideas, and customer service solutions for both internal and external customers with effective negotiations, contract management, risk mitigation, and cost reductions.

Apex International, Chaska, Minnesota (\$60+ Million)

Warehouse/Logistics Manager

Dec 2007 to June 2011

- Implemented new strategic direction for both parcel and 3PL carrier selection for future company growth (20% annually). Negotiated all contracts and monitored day to day performance resulting in 35% freight cost savings (\$200,000+ per year). Sourced waste and recycling, warehouse lighting, warehouse equipment and other commodities with significant costs savings and ROI.

- Worked cross-departmentally to achieve common goals of mutual collaboration among Retail Distribution (Walmart, Supervalu, and Colgate), Sales, Quality, Production and Compounding Departments.
- Responsible for managing five warehouses, monthly budgeting, and implementing LEAN/5S culture, implementing KPIs, and continuous improvement culture while maintaining safe handling of hazardous materials.
- Effectively provided leadership, direction, and support to warehouse and logistics staff with full responsibility for selection, training, coaching, and dismissal up to 26 direct reports.

Ergotron Incorporated, Eagan, Minnesota (\$280+ Million) (22 years in total)

Logistics, Warehouse, Production Control Manager

March 1995 to Dec 2007

- Responsible for all facets of distribution. Coordinated on-time delivery from international manufacturers to various regions including China and Netherlands.
- Managed 17 warehouse workers with responsibility for receiving, shipping, and out plant processing.

Education

Archdiocese of St. Paul/Mpls., University of St. Thomas, School of Divinity

Ordained Deacon: Dec. 2017

Mini MBA, University of St. Thomas

2011

Bachelor of Science Degree, Mankato State University; Major: Computer Science; Minor: Speech

1987

Systems, Oracle, Oracle WMS, MS Excel, Power Point and Outlook, Manage 2000 MRP, Alliance, Intuit, Clippership, LN

Memberships and Community Service

APICS, Christian Youth Fellowship Counselor, Marriage Preparation Volunteer