**Tim Michaels**

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**Operations and Logistics Management Executive**

Results-oriented leader with progressive international and domestic experience in process improvement, cost reduction, sales & operations management and global project logistics.

Operations Development & Execution ♦ Revenue & Profit Growth ♦ Strategic Problem Solving

Innovative Process Improvement ♦ Six Sigma Quality ♦ Project Management ♦ Team Development

♦ Product & New Business Development ♦ GE Leadership DNA

**Professional Experience**

**Greystone Hanover LLC Present**

Consultant

Specializing in providing analysis and recommendations to organizations requiring significant, business-altering improvements or changes in operational structure and management. Specific focus on assisting with the development of business processes, key operating metrics and organizational leadership to drive efficiencies and ensure quality-focused outcomes.

**Call2Recycle, Inc. 2015-2020**

Vice President, Operations (2019-2020) Atlanta, GA

Managing Director, Operations (2015-2019)

Led and managed the operations and compliance function of a non-profit, rechargeable battery recycling organization supporting the United States and Canada. Executive Management Team (EMT) member with primary responsibilities including implementing step-change improvements in order fulfillment and depth of recycling services while ensuring compliance with Federal, State and Provincial regulations. Led strategic initiatives such as establishing for-profit services and expanding product offerings. Specific achievements:

* Led overhaul of legacy safety program resulting in a 75% reduction in OSHA reportable incidents, an innovative, US-patented improved collection container and an enhanced company reputation with ground carriers
* Led the identification and implementation of “for fee” services for an organization with no revenue-generating history. Within 24 months, revenues exceeded $7MM and realized margin applied to offset costs of the non-profit
* Re-structured functional support team to better address evolving business and regulatory requirements
* Identified and implemented initiatives to remove over $1MM in operating costs out of an $8MM operating budget

**BlueLinx Corporation 2014-2015**

Director of Operations Atlanta, GA

Responsible for the safe and effective operations of twelve distribution branches with combined sales of ~$350MM and logistics expenses of ~$27MM. In addition to working with site leaders to create programs and raise workplace awareness to minimize OSHA recordable incidents primary function was to create a leaner environment to more effectively and efficiently distribute home building products. Specific achievements:

* Overall logistics cost-to-serve reduced 4% against sales increase of 4.2%; OSHA recordable reduction of 50%
* Researched, identified and negotiated with an independent carrier to replace a portion of fleet drivers and equipment resulting in an ~14% reduction in delivery costs and capital expenditure cost-avoidance
* Identified providers of cloud-based WMS/LMS solutions providers and began data collection to support the implementation of systems to support an ~ 18% reduction in branch labor and operating costs

**Ogin Energy 2013-2014**

Director of Logistics Waltham, MA

Created and directed corporate logistics function for global wind turbine start-up. Primary focus on quickly developing necessary logistics services relationships, plans and procedures to support business growth objectives. Secondary focus on partnering with functional leadership to expand utilization of logistics to better support and add value to the various verticals. Specific achievements:

* Led evaluation process with Engineering team to design-in optimal shipping envelopes ensuring lowest-cost logistics solutions for supplier and project delivery lanes
* Interfaced with Commercial/Sales and Supply Chain teams to understand external and internal customer requirements; provided support to team for project planning, costing and delivery capabilities

**Noranda Aluminum 2010-2013**

Logistics Manager Gramercy, LA

Led and managed the integration of inbound and outbound logistics and transportation services across seven geographic locations, including international. Identified, assessed and procured logistics services including bulk and breakbulk ocean shipping, barge transport, full truckload and less-than-truckload, TMS and audit services. Coordinated with leadership and site procurement specialists to create predictable, repeatable and effective logistics processes. Specific achievements:

* Led bulk-shipping improvement project to reduce demurrage and damage costs by ~ $2MM, annually
* Assessed and implemented a rail intermodal delivery process resulting in an ~ 18% cost reduction
* Managed the implementation of an alternative fuel delivery program to Jamaica resulting in ~$650k annual savings

**General Electric Company 1997-2010**

**GE Energy Power & Water** - Global Logistics Manager

Spearheaded the creation of a global project logistics team tasked with supporting wind turbine delivery, installation and commissioning in EMEA, NAM and APAC during a six-fold volume increase. Led creation of a global logistics team responsible for the implementation of water treatment and purification projects. Responsible for a +$300MM logistics spend.

**GE Polymershapes -** Region Sales Manager

Actively managed sales and operations planning of a $58MM high-tech plastic sheet, rod and film sales distribution region comprised of nine branches and two regional distribution centers.

**GE Supply -** Region Operations Manager; Branch Operations Manager; Six Sigma Quality Blackbelt and Marketing Manager

**United States Marine Corps 1986-1997**

Logistics and Infantry Officer. Attained rank of Major. Managed, trained and led infantry units up to 200 personnel.

**Education and Professional Development**

**Georgia Institute of Technology -** MS, International Logistics

**University of Oklahoma -** MA, Managerial Economics

**Iowa State University -** BS, Business Administration

**Certified Six Sigma Blackbelt**

**Change Acceleration Process (CAP) Coaches Workshop**