

Andrew Tilghman Veal

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PROFESSIONAL SUMMARY

Result driven professional with 11+ years of Supply Chain Management experience. Accomplished in operations management, strategy implementation and process improvement. A critical thinker and team player with distinctive communication skills. Passionate about problem solving and new idea generation.

CAPABILITIES

- Functional lead responsible for end-to-end Supply Chain systems selection & management
- 3PL (fulfillment provider) selection, deployment, & management
- Create & monitor KPIs including generating insights for strategic decision making
- Sourcing, procurement, & inventory control champion
- Managing direct reports & team leadership
- Department lead for cross functional new product launch
- Demonstrated ERP expertise from multiple launches
- Leading RFPs from creation to contract signature
- Supplier negotiations, relationship building, & spend management
- Deploying systems integrations with external partners
- Activity based costing logic formation & optimization

CAREER EXPERIENCE

Financial Advisor - Present

2024

FedEx Corporation | Remote (Roanoke, VA)

- Co-leading the development of a new enterprise wide activity based costing system allocating ~75B\$
- Managing a team of costing subject matter experts & data scientist to experiment & formulate cost logics

Supply Chain Manager 2024

2023 -

The Unoriginal Bathroom Group | Remote (Roanoke, VA)

- Developed Shopify setup prior to eCommerce startup launch
- Lead the process creation and integration with a 3PL fulfillment provider

Senior Manager, Supply Chain Network Strategy & Systems 2022 - 2023

BioSteel Sports Nutrition Inc. | Remote (Roanoke, VA)

- Administered the sourcing and deployment a new 3PL network responsible for > \$10M in annual revenue; achieved >10% storage savings, >50% outbound order capacity increase, and \$1.5M in annual fixed costs savings
- Oversaw eCommerce marketplaces including Shopify, Amazon, and Walmart as well as B2B EDI integrations via SPS commerce & API integrations via Celigo

- Accelerated the selection process for a new ERP (NetSuite) integration system by arranging a cross functional working conference
- Functional NetSuite ERP champion

Senior Manager, eCommerce Operations **2022 - 2022**

Canopy Growth Corporation | Remote (Roanoke, VA)

- Solved a priority risk by preventing the fulfillment of fraudulent Shopify orders; resulted in >\$100k in savings annually
- Achieved revenue targets > \$4M by managing continued operations of three 3PL partners in the US & Canada providing warehousing and fulfillment for brand websites
- Managed direct report

Team Lead, Strategic Procurement Systems & Tools **2020 - 2022**

Canopy Growth Corporation | Remote (Roanoke, VA)

- Generated over \$300k in additional revenue by creating and managing a 3PL product bundling process
- Reduced lead time for priority Customer order deliveries by >50% using a CMO to Customer dropship process
- Developed an automated Procurement compliance process by building assessments in OneTrust
- Overhauled the SAP Procure2Pay process by creating a Purchase Requisition team management system and a weekly Purchase Order status reporting program
- Managed direct report

ERP Procurement Manager **2019 - 2020**

Canopy Growth Corporation | Denver, CO

- Led the deployment of SAP S/4HANA for the Procurement department by participating in all development and functional build projects, completing testing, documenting processes, training personnel, and acting as a functional champion after go-live
- Systematized batch-to-batch traceability for federally restricted goods by developing a multi-tier subcontract management process
- Gained executive experience by creating a training program for Purchase Order approvals which included training C-Suite members

Senior Analyst, Supply Chain **2019**

2016 -

3D Systems Inc. | Rock Hill, SC

- Created an MRP dashboard which summarized 52 weeks of projected inventory positions for all purchased components resulting in a 95% reduction in part shortages after being utilized by a team of 10 buyers
- Streamlined the measurement of Procurement standard work by creating a corporate & department scorecard system which generated weekly & monthly KPI reports for Purchase Order Status, Inventory Shortages & Surpluses, Days Payable, Supplier Delivery & Quality, and Lead Time reduction

- Calculated cost models to determine required investments in continuing production of four 3D printer lines
- Led the upgrade to Oracle R12 for the Procurement department; functional champion after go-live

Buyer/Planner 2013 - 2016

3D Systems Inc. | Rock Hill, SC

- Participated in new product development for three 3D printers by sourcing components based on total cost methodology and making Supplier site visits
- Executed the transition of all Supply Chain activities from one manufacturing facility to another as part of a strategic consolidation; transitioned from kan-ban to MRP based planning
- Enabled all quarterly production & revenue targets by managing Purchase Orders >\$33M including long term blanket agreements

Intern, Supply Chain Management 2013

Kestro | Shanghai, PRC

- Investigated the Ethiopian road development market including building cost models to be used for investment considerations; prepared and presented findings to company owner

SKILLS

- Systems & Integrations
- Partnership Development
- Analytics
- Strategic Planning
- Operations Planning
- 3PL Management
- Sourcing & Procurement
- Cross-functional Communication
- Costing

SYSTEMS EXPERIENCE

- Oracle R12
- Oracle NetSuite
- SAP S4/HANA
- Alteryx
- Teradata
- MS Excel
- MS Powerpoint
- OneTrust
- Celigo
- Shopify
- SPS Commerce Fulfillment Manager
- Power BI

EDUCATION

B.S.B.A - Management, Supply Chain Management 2013

Appalachian State University | Boone, NC

- Awarded 2013 Best Student in Supply Chain
- Vice President of Planning & Recruiting of Supply Chain Club
- Selected for the 2013 Holland Fellows Business Study in Asia program

ADDITIONAL INFORMATION

<https://www.linkedin.com/in/andrew-veal-6ab6a75b/>

PROFESSIONAL EXPERIENCE

- Board Member, Appalachian State University Supply Chain Advisory Board
- Leand Six Sigma Yellow Belt
- International Business Travel: China, Hong Kong, England, Belgium, & Canada

PERSONAL INTERESTS

- Interests include mountain biking, camping, hiking, trail running, backpacking, and guitar
- Thru-hiked all 2,192 miles of the Appalachian Trail from Georgia to Maine over 6.5 months