

## GAIL SCOTT MICHAEL

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Looking for an opportunity to support your company in reaching its goals by assessing your supply chain and procurement challenges and implementing change for success and sustainability. I am adept at building highly successful, self-managed teams through motivation and empowerment.

### SKILLS

Supplier Management	Strategic Thinker	Cost Savings / Inventory Reduction
Int'l Distribution Management	Team Builder	ERP Implementation

### BACKGROUND

#### **LifeCORE/Assault Fitness – Independent Consultant** **Aug 2017–Apr 2018**

*Fitness equipment manufacturer, mentored supply chain manager to better support growth*

- Introduced supply chain best practices and team concept to supply chain organization
- Identified and defined reports in NetSuite ERP system as “single point of truth” to move team away from excel spreadsheets
- Defined a modified VMI stocking program located at Asian supplier

#### **Riena Literary Services – Owner** **Jun 2015-Aug 2017**

*Created website content and articles; did extensive research and performed copy editing, critiquing and ghost writing for books and articles*

- Performed editing, writing, ghostwriting and research for clients
- Hired as managing editor by (my client) Creative Storytellers - a Division of Endangered Children Foundation, for one year

#### **Zest Anchors, Escondido, CA – Channel Distribution Manager** **Mar 2011-Jun 2014**

*Dental Medical Device Manufacturer*

- Managed 190 distributors worldwide
- Signed on 30 new distribution partners
- Built and cross-trained a successful channel distribution team; added ongoing technical training to their portfolio

#### **Star Trac, Inc. Irvine, CA – Global Procurement Manager** **Mar 2006–Dec 2010**

*Health and fitness equipment manufacturer*

Global Procurement Manager  
Procurement Manager

Mar 2007-Dec 2010  
Mar 2006-Mar 2007

- Led procurement team for domestic and Asian suppliers and (NPD) new product development buyers
- Achieved cost savings goals on an average of \$2M annually
- Reduced raw materials inventory from \$6M to \$3.9M
- Team leader in Oracle ERP implementation with a smooth transition

**Alcon Labs, Inc. Irvine, CA – Buyer (temp assignment)**  
*Ophthalmic medical device and equipment manufacture*

**Oct 2005 – Mar 2006**

- Managed procurement requests for Information Technology and Production

**Breg, Inc. Vista, CA – Purchasing Manager**  
*Orthopedic medical device and equipment manufacturer*

**Mar 1999 – Apr 2005**

- Achieved 2% cost savings annually on inventory purchases
- Achieved ISO 9000 certification within 5 months (implemented Supplier Management and Supplier Audit Programs)
- Key member of the maquiladora team identifying opportunities and implementing manufacturing operation in Mexicali
- Trained executives, engineers and buyers on “Partnering with Chinese Suppliers”

## EDUCATION and TRAINING

GMP; TQM; Contracts; Business Law; Lean Manufacturing; Medical Grade Plastics; ISO 9000 Quality Systems Auditing; Supplier Excellence; Supplier Certification; Supplier Quality Auditing; Team Building; Leadership Conferences and Management Training Programs

“Partnering with Chinese Businesses”, California Institute of Technology, Pasadena, CA

“Purchasing and Materials Management” Certification, UCLA, Los Angeles, CA

Business Management classes, UCLA, Los Angeles, CA

Journalism / Literary English, Bristol Community College, Fall River, MA

## TECHNICAL SKILLS and AFFILIATIONS

Proficient in Microsoft Office applications: MS Word, Excel, PowerPoint, Visio, Adobe Products, Macola, SAP, Oracle, Oracle NetSuite, WordPress, Google Documents

Member of ISM, Institute for Supply Management