

JIMMY McCONNELL

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PURCHASING & CATEGORY MANAGEMENT LEADER

Driving Efficiencies • Building High-Performing Teams • Lowering Costs • Streamlining Procedures

Hands-on Purchasing and Category Management Leader with extensive experience regulating logistics, inventory, and warehouse operations within the food industry. Proficient in distribution center best practices, strategic alliances process improvement, KPIs, risk management, regulatory compliance, and vendor and supplier relationships. Champion use of inventory management to control costs, reduce waste, and prevent outage downtime. Dedicated to leading, developing, and motivating staff with exceptional collaboration, problem-solving, and communication skills.

CORE COMPETENCIES

Operations Optimization | Inventory Analysis & Control
Product Sourcing & Procurement | Team Building | Quality Assurance
Negotiation Skills | Supply Chain Logistics

PROFESSIONAL EXPERIENCE

Allen Harim Foods | Harbeson, DE

2019 – 2022

Leading chicken producer that employs over 2,000 team members and has contracts with more than 220 family farmers.

Corporate Purchasing Manager

Oversaw all aspects of purchasing, bidding, and procurement for two plants, two feed mills, hatchery, and out-of-state operations. Promoted smooth daily processes for 2,000 U.S. facility employees. Supervised nearly 60 staff and provided tailored recommendations to improve team-wide performance and output. Responsible for selection and vetting of suppliers to meet risk management requirements.

- **Controlled \$4 million in packaging materials with near 100% accuracy** through management of large distribution warehouse containing supplier-owned materials.
- **98% inventory accuracy achieved across three separate warehouses** by developing and implementing SAP inventory management program for use across entire operation.
- **Increased number of invoices paid with purchase order from 20% to 90%** to enhance company's invoice processing and establish three-way match with purchase orders, goods receipts, and invoices for audit.
- **Lowered overwrap film inventory level and value from \$500,000 to range of \$180,000 to \$220,000** by establishing new supplier relationship.
- **90% reduction in customer box quality complaints** realized through collaboration with corrugated supplier to improve structural integrity of boxes.
- **Cultivated long-term vendor and supplier relationships with contracts valued up to \$15 million**, applying negotiation skills to establish new credit lines, secure beneficial contracts, and extend market share.
- **\$385,000 in annual savings** earned by securing two-year purchasing agreement with flexible packaging supplier.
- **Delivered extensive training to six direct reports on SAP transaction topics** inclusive of purchasing transactions, inventory management, warehouse management, goods receipts, and open order management.
- **Trained five personnel** in writing Capital Expenditure Requests (CERs) and calculating ROI.
- **Instrumental in increasing company retention** through employee mentorship with emphasis on internal promotions and growing supervisors and managers to lead high-performing teams.

Tyson Foods | Carthage, MS

2003 – 2019

American multinational corporation and world's second-largest processor and marketer of chicken, beef, and pork.

Materials Manager

Administered all needed materials, supplies, and maintenance parts for complex, including two packaging warehouses with 300 material numbers and one parts supply room with more than 5,500 material numbers. Managed three supervisors and two purchasing clerks.

- **Led transition to fully integrated SAP management system**, gaining fluency in purchasing, requisitions, goods receipt, cycle counts, inventory management, cost accounting, and reporting SAP modules.
- **Played key role in rolling out SAP Electronic Inventory Management (EIM) system** to create real-time stock levels for inventory totaling \$1.5 million.
- **Managed inventory of 32 ingredients with total daily value of up to \$300,000** using SAP Batch Management.
- **Minimized inventory variances and supply outages** by using SAP reporting and MS Excel to identify deviations from standard operational levels.
- **Spearheaded development of weekly orders to enable swift production and procurement** of packaging, labeling, mechanical parts, vehicles, and material handling equipment.

-PREVIOUS EXPERIENCE-

Choctaw Maid Farms | Carthage, MS

Provider of chicken and poultry processing services with 4,200 employees across Central Mississippi. Company was acquired by Tyson Foods in 2003.

Corporate Purchasing Manager

Directed up to \$150 million in annual spending using financial expertise and critical thinking abilities. Supervised three purchasing agents and issued direct cut purchasing orders.

- **\$2 million reduction in annual costs** accomplished through revamped strategic sourcing and bid process.
- **Established purchasing program using AS400 software** for three hatcheries, two processing plants, two feed mills, truck shop, breeder, and grow out operations.
- **Created fleet purchasing program** for fleet of 120 light duty vehicles and more than 60 heavy trucks and trailers.
- **Minimized purchasing process disruptions** by developing interchangeable purchase agents through cross-training.

Sanitation Manager

Oversaw sanitation cleaning operation with four area supervisors and 110 hourly sanitation staff.

- **Recognized as Agri Stats top ten plant** by leading industry in cost, including downtime, chemicals, and accidents.
- **Implemented employee incentive program**, paying staff full eight-hour shift for six hours of work if cleaned areas met quality assurance and USDA inspection standards.
- **Prevented operational downtime through establishment of self-inspection system** administered by supervisors using randomized selection software.

Assistant Plant Manager

Managed nightshift facility operations, including three area superintendents, 12 supervisors, and 600 hourly employees.

- **Effectively managed 3x production increase** as plant grew from two evisceration lines to six after construction of new facility.
- **Improved new plant's efficiency to 96% of capacity within six months** through staff training and supervision.

EDUCATION & PROFESSIONAL DEVELOPMENT

Associate Degree

in Business Administration

Garland County Community College

CERTIFICATIONS

Certified Purchasing Manager (CPM)

AFFILIATIONS

Board of Directors – Rotary Club

Former President of Rotary Club Mississippi Chapter

Former President of Mississippi National Association of Purchasing Managers (NAPM)

Member of Institute for Supply Management (ISM)

Member of American Purchasing Society