John Ross



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Summary:

I am a success-driven inclusive business and technology executive, with a solid track record of delivering enterprise value through digital transformation and results with a unique blend of business acumen, building high performing teams, visionary architectures and solutions. Constantly challenging the status quo to enable innovation, problem solving, continuous learning and value creation culture. I have a proven track record of building high performing organizations capable and empowered to deliver complete, highly scalable solutions concurrently across multiple domains with a high degree of quality, agility, resilience, scalability and reliability.

Industry Experience:

- Retail
- Consumer Goods
- Supply Chain
- Logistics
- **Professional Services**

Experiences

\rightarrow 2019 - Present

Chief Technology Officer | Tech Bridge Builder

As a key member of the leadership team I lead the firm's consulting practice, which includes strategic positioning, driving growth, establishing customer relations, cyber & technical advisory services, professional development, and business planning. I foster the strategic growth of the organization through customer engagement with the clients, as well as implementation of growth strategies and business development initiatives. Key Accomplishments:

- Supported acquisition advisory integration and separation processes, led and assessed the Information Technology related opportunities and risks, developed an action plan to address, and communicate due diligence results.
- Evaluated the Information Technology related performance of clients and developed plans for improvement and expense reduction. In addition, I provided project management and planning oversight support to help facilitate the integration of IT operations.
- Delivered a comprehensive and effective cyber security program that protects against threats, propels transformation, and drives growth.
- · Introduced and transformed governance, risk, and compliance activities into a systematic process that is able to anticipate and mitigate risk to help a client drive business performance within their supply chain.

\rightarrow 2016 - 2019

Executive Vice President of Technology | Andrews Distributing

Cross functional leader responsible for overseeing all technology-related operations and ensuring full compliance with company standards and policies. Analyzed operational procedures, data needs, and existing information technology, including hardware and software, to determine efficiency, capabilities, limitations, and needs. Directed teams of technical and management staff in successful fulfillment of IT service delivery agreements. Collaborated with stakeholders to analyze current operation procedures, pinpoint problem areas, and determine areas for potential improvement of information services. Protected the franchise by ensuring a resilient cyber security program and supported an enterprise risk management strategy to ensure we were continuing to mitigate risks and improve our enterprise threat posture.

Key Accomplishments:

- Decreased cyber security risk by over 75% through creating a risk management and governance program aligning to the NIST framework
- Improved market share growth by over 3% through the creation of a customer revenue planning tool that targeted specific customers by their purchasing behaviors and prescribed specific sales plans.

Competencies:

- Strategic Planning
- Organizational Management
- Service Delivery Management
- Customer Engagement
- C-Level/Board Reporting
- Business Transformation
- Enterprise-Wide Technology
 Migration
- Risk Mitigation & Management
- Change Management
- Team Building, Mentoring and Leadership
- Strategic IT Vision
- Governance and Policy
- Contract/Vendor Management
- Cost Reduction
- Revenue Forecasting
- Digital Transformation

Group Affiliations

- The Association of Business Technology Professionals of DFW (ABTPDFW)
- Executive Connections
- Information Systems Audit and Control Association
- Information Systems Security
 Association

Board Appointments:

- Collin College (2019 Present)
- Rutherford & Associates Strategic Advisory (2011 – 2019)
- Allen / Fairview Chamber of Commerce (2013-2016)
- MillerCoors Technology Council (2005 – 2010)
- National Beer Wholesaler BIECC (2006 – 2010)

Experiences

\rightarrow 2013 - 2016

Vice President of Operations & Technology | Andrews Distributing

Business thought leader responsible for strategic planning and execution to enhance service profitability and efficiency throughout company's operations. Developed and directed management of company's fulfilment and distribution centers to ensure fast order processing, accurate inventory control, proper and timely receipt and stocking of goods, costefficient shipping direct to customers, and effective processing of returns. Managed logistics and outbound transportation processes, and negotiated parcel freight programs. Provided security thought leadership and measurable, defined outcomes in the oversight and delivery of a robust enterprise information security program.

Key Accomplishments:

- Reduced costs by over \$1M within the first year by developing a dynamic machine learning routing tool which improved asset utilization, while reducing fuel and overtime expenses.
- Increased customer touchpoint awareness with the implementation of a dynamic customer relationship management system that increased service levels through planning and ensuring execution of micro marketing activities to support organic growth
- Reduced CapEx expenses, improved availability and accessibility by migrating critical infrastructure elements and systems to a cloud environment.
- Helped support a 300% revenue growth by developing acquisition blueprint, building a scalable infrastructure, standardizing asset configurations and fostering enterprise partnerships to better serve our customers.
- Collaboratively planned and built two \$50M green field distribution centers and remodeled existing facilities with state of the art networking capabilities, security elements and audio/video capabilities to ensure we could support growth and collaborate with key stakeholders in the community.
- Implemented an ERP and WMS to help automate operational activities and provide real time line of sight to fulfillment activities which resulted in an order accuracy improvement of \$14M in annual sales revenue, improved on boarding time for new employees and reduced labor costs.
- Implemented DAAS & SAAS platforms to reduce technology costs by over \$100k annually and improved productivity to the workforce.
- Deployed asset tracking technology to create real time visibility and automate asset utilization tracking capabilities to improve the supply chain network.
- Migrated to Microsoft's Power BI platform which helped facilitate actionable insights for all departments and further leveraged the integration for the Microsoft suite of tools.



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Gallup Strength Finders:

- Harmony
- Relator
- Learner
- Responsibility
- Analytical
- Developer
- Consistency
- Arranger
- Focus

Speaking Engagements:

- BeverageOps 2009 Topic: Benefits of a Successful ERP Transformation.
- BeverageOps 2011 Topic: Data & Analytics Industry Trends,
- Beverage World 2012 Topic: Driving Innovation through Automation.
- Rutherford Annual Forum 2016 – Topic: Creating a Friction Free Supply Chain through technology.
- Coca-Cola 2017 Topic: Improving Productivity through Digital Transformation.

Areas of Experience:

- IT Infrastructure
- Cyber Security
- Privacy & Compliance
- DevOps & Data Integrations
- Cloud Migration
- ERP & CRM Implementation
- Vendor Management & Negotiations
- Business & IT Strategy
 Alignment
- Business Process Transformation
- Organizational Management
- Digital Innovation
- ITIL Framework

Experiences

\rightarrow 2004 - 2013

Director / Vice President of Technology | Andrews Distributing

Transformational leader responsible for managing and directing IT operations, and providing leadership and technical advice. Helped lead the overall organizational security strategy, security program oversight and security architecture development for the organization. Developed effective strategies to deploy technology and software, tested hardware devices and applications. Communicated information concepts, explained technology processes in detail, and facilitated the interaction of IT professionals, vendors, clients, and staff. Proactively sought innovative solutions to help the organization thrive.

Key Accomplishments:

- Reduced costs by over \$750k annually by consolidating contracts and services, introducing a structured request for proposal process, virtualizing servers and creating a structured asset life cycle.
- Enabled digital transformation by implementing an e-commerce platform to create an omni-channel infrastructure to reduce cost and improve online capabilities to better serve our customers.
- Standardized business continuity plan and disaster recovery programs to ensure critical systems and information were available for the organization.
- Recruited and developed a high performing team with a continued trend of exemplary engagement scores by creating a structured communication cadence, encouraging tailored development plans and mentorship programs for high achievers.

→ 2000-2004

Technology Support Manager | General Electric Zurich

Servant technology leader responsible for General Electric Zurich joint venture managed services operations arm focused on securing and delivering professional services for the GEZWM substantial customer base. Responsible for operational excellence for the technical managed services department assuring reliable, responsive and secure operations. Developed a deep understanding of existing customers' services and ensured robust SLA's were consistently met. Coordinated and help prioritize projects and enhancements to ensure a sound overall architecture and uninterrupted operations.

Education & Certifications

Bachelor of Science (BESS) Texas State University – San Marcos, TX

Certified Information Secuirty Manager (CISM)

Information Systems Audit and Control Association

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