



# JOSEPH LILLY, MBA, PMP



## PROJECT MANAGER

### CERTIFICATIONS & EDUCATION

Project Management Professional, PMI 2021 #3014117  
California State University, Stanislaus MBA 1991  
California Polytechnic State University (SLO) BS Ag Mgt 1985

### SKILLS

- Project Manager, Operations Manager, Consultant, Software Developer, University Business Lecturer,
- Leader of Supply Chain and Operations Research projects
- Purchasing, Manufacturing, Product Mix, Pricing, Inventory, and Distribution
- SME Mathematical Optimization Modeling, Statistics and Forecasting
- OR tools; Sunset XA, IBM ILOG CPLEX, LNP, IPFA, DOC, OPL, Llamasoft SCG, @Risk
- IT skills; SQL,C#,VB.NET,ASP,HTML,XML,JavaScript,AJAX,jQuery,JSON, SOAP,REST,LINQ
- Geomapping GIS technologies and skills; Bing Maps, Google Maps API, Google Earth KML, Cesium
- Tech & APIs: Google Charts, Exigo, Zuora, Aftership, Salesforce, NC4, UPS, USPS
- Providing Full Product Life Cycle Management
- Experienced Project Manager, Supervisor, Team Leader
- Experienced Accounting, Finance and Marketing Analyst
- Apps; MS Access, Excel, Outlook, PowerPoint, Visio, Word, Project, Tableau

### CONTACT

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### WORK EXPERIENCE

#### **Therma LLC, San Jose CA, (1099 C2C Contract thru [OTTS, Inc](#) Oct 2019 – Aug 2021)**

As a Project Manager to an HVAC Sheetmetal and Welding fabrication shop, I managed and closed 2 workstreams in Apr, 2020 and have continued to deliver CRs..

1) [Analysis and Automation of Order Processing](#). This IT Supply Chain project was to redesign and rollout an office software solution for processing customer orders and producing shop work orders, which then integrated with shop time card scans. We used a hybrid waterfall/agile approach to incrementally rollout functionality and integrations developed into an Outlook Addin. With each iteration, we replaced a manual process with automation. **Accomplishment:** *This project relieved a bottleneck in the supply chain and did result in a 200% increase in shop capacity, which is projected to increase revenue by over \$30million annually. Also, this project reduced office cost by \$600k annually.*

2) [A General Cleanup of Warehouse Storage Areas](#). The PE firm that owned Therma hired us with the objective of preparing the company for sale. The production areas and warehouse space had accumulated 50 years of clutter; *Planning* involved taking a detailed inventory of documents, tools, equipment and anything taking storage space, identifying asset 'owners', and setting a plan for re-use, disposal, shredding, selling, etc. *Executing* that plan involved contracting with vendors for labor, salvage, and disposal services. The objectives of *both workstreams* was to increase EBITDA and prepare the company for sale. I conducted steering meeting updates and managed the \$521k budget. **Accomplishment:** *With my team, we brought this project to conclusion 3 weeks early and we were 22% under budget at its completion. In Dec, 2020, Therma LLC was sold to the Blackstone Group.*

### **Winplus North America, Inc Ontario CA** (1099 C2C Contract thru [OTTS, Inc](#) 2017 – 2018)

As a Supply Chain Consultant and Software Developer, I automated the generation of UPS shipping labels and tracking numbers by developing and deploying a Windows forms .NET application that made requests to the UPS shipping API, processed and sent the response to a thermal label printer, and wrote the tracking number to a SQL Server database. **Accomplishment:** *The project transformed a process which was severely inadequate for meeting the holiday customer demand. I completed this project on time and on budget and solved a \$5million risk.*

### **Chaban Wellness, Coral Gables, FL** (1099 C2C Contract thru [OTTS, Inc](#) 2014 – 2018)

As a Supply Chain Consultant and Software Engineer, I developed and deployed an asp.NET application that processed order data, validated addresses, detected and flagged for fraud, validated and managed invoice errors, generated shipping labels and packing slips, and processed tracking numbers. Worked with 3<sup>rd</sup> Party Logistics company for integration with Materials/Warehouse Management System. Supported new product introductions & launch. I built an application that supported role-based security and used a SQL Server database on the backend and integrated through SOAP and REST API's with Exigo, Zuora, USPS, Google Maps GIS, AfterShip and Salesforce. **Accomplishment:** *I completed this project on time and on budget and it resulted in cost savings of \$1.5million in 2015. I continued to work for Chaban and supported their migration from a subscription to a multi-level marketing-based business model.*

### **Caterpillar, Peoria, IL** (1099 C2C Contract thru [Netra Technologies](#) 2012 – 2015)

As a Supply Chain Consultant and Project Manager, I developed analytical solutions in the Assurance of Supply Center. The ASC was a new project at the time which provided visibility and analysis of CAT's global supply chain. I designed and generated Supplier Dashboard, Scorecard on KPI Metrics (Shipping & Delivery Performance, PPM Quality, Scale in terms of spend, #parts supplied, #facilities supplied, etc.) I performed Root Cause and Corrective Action within 6-Sigma framework. I developed Situations & Events management tools for fast response to potential End-to-End Supply Chain disruptions. **Accomplishment:** *Reduced the time to analyze an event, identify stakeholders, and send communication alerts from 4 hours to 30 minutes.* I provided Inventory Optimization & Planning in the context of Product Lifecycle Management (PLM) as Case Manager during one supplier's 90-day labor strike. Also, I managed one supplier changeover project. **Accomplishment:** *With my teams on both these projects, we did not miss a single customer order.* I was Project Manager on several Network Design and Inventory Optimization teams. **Accomplishment:** *Delivered an optimized supply chain strategy to the Earthmoving division which resulted in a profit increase of \$280million annually.* I mentored junior analysts and participated in Teambuilding events. I worked with IBM ILOG LogicNet Plus, Inventory & Product Flow Analyst, Decision Optimization Center, Llamasoft Supply Chain Guru, Google Maps GIS API and Google Earth, Tableau, Highcharts and Cesium GIS API's.

### **Optimized Retail Price Management System 2009 – 2012**

As an entrepreneur, developed a complete solution for managing retail prices in the grocery store. Coded software to collect and upload daily price-quantity scan data from stores' cash registers and to store, analyze and process into predictive demand models. Developed SaaS web application to generate solutions for optimal price points. Technologies: SQL Server, VB.NET, AJAX, XA Optimization Solver. **Accomplishment:** *See [http://www.jmlilly.com/prdcnWebs/jmlilly/Articles/JML\\_DIRPM.pdf](http://www.jmlilly.com/prdcnWebs/jmlilly/Articles/JML_DIRPM.pdf)*

### **Nash Finch, Edina MN** (W2 Employee 2008 – 2009)

As a Financial Analyst, developed Operations Research analytical solutions to the grocery wholesale and retail business. Served as a Subject Matter Expert to a Price Optimization project, built a Vehicle Routing application, automated financial reporting in MS Excel on Oracle Essbase backend. **Accomplishment:** *I reduced the time to produce the monthly financial reporting from 8 hours down to 5 minutes.*

**VerticalNet, Malvern PA (1099 C2C Contract 2005 – 2006)**

As a Consultant and Subject Matter Expert on Optimization Software, I worked for the company, VerticalNet (now BravoSolution), in an intellectual property litigation. VerticalNet was being sued for copyright infringement by competitor, Combinenet based on a prior joint-venture between the two companies. I analyzed and compared of the relative technologies used by the two companies, examined the databases and sourcecodes, prepared a written statement of my findings and gave an oral deposition. My goal was to solve the risk of a potential court judgement that could ruin my client. **Accomplishment:** *I proved that while some proprietary information evidently remained on my client's disk, it had in fact been deleted. This weakened the case against my client and as a result, the dispute was settled out of court. My client is still in business today.*

**Timber Products Co., Medford, OR (1099 C2C Contract 2003 – 2007)**

As a Supply Chain Consultant and Software Developer, designed, developed, deployed, and supported optimization software for analyzing and planning the raw material purchases of wood veneers regarding price, availability, grade-yield, Bill-of-Materials (BOM), product demand, and product value. **Accomplishment:** *This project resulted in profit increase of \$2.4 million annually.*

**Boise Cascade Corporation, Boise, ID (1099 C2C Contract 1994 – 2004)**

As a Supply Chain Consultant and Software Developer, was Project Manager to design, develop, deploy, and support software systems related to the manufacture and distribution of wood products. These were Business Process Re-engineering/Business Transformation projects that included 1) General Optimizior Modeling system for purchasing, production, marketing of all lumber products and of all facilities, 2) Master Production Scheduling systems for Engineered Wood Products Manufacturing facilities, 3) Development of BC TRACKER™, inventory software distributed throughout North America. These systems used the following technologies: VB 6.0, JavaScript, MS Access, MS SQL Server 2000, XA Linear and Mixed Integer Optimization Solver, MS MapPoint GIS. **Accomplishment:** *In the aftermath of the 1998 fire that consumed the Medford OR Mill, I served as an SME on a project to analyze and determine if and what kind of mill to rebuild. As a result, the rebuilt mill aligns better with both timber resource and market, and it restored over 1,000 jobs.*

**Foster Farms (W2 Employee 1985 -1991)**

Production Supervisor, Accountant, Marketing Analyst: Supervised 8 grow-out poultry farms and 35 employees for 3 years; While working on my MBA, I transferred to a job as an Accountant/Analyst in the corporate marketing department for 1 year, and then Marketing Analyst for the Turkey business unit for 2 years.

**Accomplishment:** *as a Project Manager, completed an IT migration project of the company's linear programing Turkey model from a Sperry mainframe to the PC.*

**California State University, Stanislaus (W2 Employee 1992 -1996)**

As an Adjunct Professor, I taught 4 courses in the Production and Operations Management Department in the CSUS School of Business.

1. Introduction to Production and Operations Management,
2. Quantitative Analysis,
3. Seminar in Operations Management
4. Production and Inventory Control