

Developing Supply Chain Leadership Experience

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Our Qualifications as a Firm

- Korn/Ferry is the world's largest retained executive search firm, with 500 search consultants in all regions of the world.
- The Korn/Ferry Supply Chain Practice is global, and our firm has done many hundreds of supply chain searches in all disciplines and industries over the past few years.
- Levels of assignments vary from functional Director through Chief Supply Chain Officer and often include VP & CEO positions at supply chain delivery companies.



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Presenters' Qualifications

- Launched the first ever dedicated supply chain practice at this level in 1997.
- Have personally performed over 150 senior supply chain searches across virtually all industries:

Ford	Raytheon	YRC Worldwide
Navistar	Honeywell	Arkansas Best
Honeywell Turbo	Eaton	BAX Global
Nike	ITT	Air Road Express
Gillette	Electrolux	BNSF Railroad
Corning Consumer	Danaher	CNF
Mars	Amerisource Bergen	CMGI
Wendy's	Novation	GSI Commerce
Amazon	VHA	Cisco
Dreyer's Ice Cream	Health South	Compaq
JC Penney	Baxter	Microsoft
Guess?	Genentech	American Capital Strategies
PETCO	U.S. Postal Service	Littlejohn LLC
Pulte Homes	Motorola	Reliant Equity



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Evolution of Supply Chain

Then (10+ years ago)

- Initially was only logistics and corporate transportation
- Added purchasing
- Back end distribution and logistics
- Materials management
- Manufacturing
- Customer service



Evolution of Supply Chain – (Continued)

Today

- Supply /Demand Management, Sourcing, Procurement, Inbound Transportation and Logistics, Manufacturing, Quality, Outbound Distribution and Logistics, Customer Support
- Global scope
- An integrated end-to-end core function at advanced companies, generating a 4 to 6 percentage point competitive advantage



What Companies Want in Supply Chain Leaders

- Cross-functional expertise and relationships
- Strong customer and supplier relationships
- Global mindset
- Strategic as well as tactical strengths
- Change agents, able to lead transformation

With these, you can become a Chief Supply Chain Officer with a seat at the strategic decision-making table.



How to Get that Experience

- Rotational assignments across supply chain functions
- Participation/leadership of cross-functional teams
- Education
- Overseas assignments
- Let management know!



QUESTIONS?



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