

# Ross B. McClure, MBA, CPIM, CSCP, CPSM, CSSBB

Albany, New York • 518-813-3477 • ross.b.mcclure@gmail.com  
[www.linkedin.com/in/rossmcclure](http://www.linkedin.com/in/rossmcclure)

---

## EXPERIENCED MANUFACTURING OPERATIONS & SUPPLY CHAIN PROFESSIONAL

Highly-skilled, results-driven senior operations professional with a strong technical background and extensive management experience in diverse production environments. Proven record of success, consistently delivering lasting value in challenging positions with increasing levels of responsibility for operations, supply chain, and engineering management functions; demonstrating exceptional performance as measured by key performance indicators, the income statement and balance sheet.

---

Operations Management • Strategic and Resource Planning • Project Management • Cross-functional Team Leadership  
Supply Chain Management • Forecasting • Inventory Planning and Control • Production Planning • Procurement  
Operational Excellence • Six Sigma • Continuous Improvement • Applied Statistical Analysis

---

**Regeneron Pharmaceuticals, Inc., Industrial Operations and Product Supply, Rensselaer, New York [4/15-Present]**  
*Rapidly growing 5,500 employee, \$5.5B biotechnology innovator commercializing a robust clinical pipeline at industry-leading speed in a highly-regulated cGMP environment*

### Associate Director Supply Chain – Analytics [6/17-Present]

- Reporting to the Vice President of Supply Chain; building on highly-successful deployment of quantitative methods within raw material planning, tasked with creation of new supply chain analytics function including responsibility for strategy, organizational design, staffing, infrastructure planning, and process development.
- Priority use case targeted rapid improvement of demand planning input to S&OP process through statistical forecasting of \$6.0B+ annual commercial demand across product families spanning launch through maturity with the following results:
  - Reduced forecast error by 23%.
  - Reduced forecast volatility by 18%.
- Created 3-5 year clinical demand forecast model identifying 57% capacity shortfall and driving \$500M+ of capital spending.
- Created optimization model driving level loading of inbound shipments and quality assurance raw material release.

### Associate Director Supply Chain – Planning [4/15-6/17]

- Reporting to the Vice President of Supply Chain; managed professional staff responsible for planning, execution and reporting of inventory and supply planning for \$135M+ annual material spend across a complex global supply chain.
- Quickly triaged and stabilized a functional area taken over in crisis; achieving a 93% reduction in SKUs not at target inventory levels, improving from 14% to <1% in the first 6 months, and eliminating stock outs while successfully providing raw materials and components required to achieve 3 major biologic product launches in 18 months.
- Transformed planning efficacy through substantial process redesign and simplification. Introduced an integrated, highly-structured planning model comprised of demand forecasting, plan for every part, inventory and time phased supply planning, exception reporting, pull signals and daily standard work with the following results:
  - Reduced warehouse utilization rate from 100%+ to 78% by transitioning 40% of annual spend to pull methods.
  - Improved quality and reduced lead time variability by introducing joint replenishment and transitioning key suppliers from LTL and air cargo to dedicated container shipments generating \$3.5M of annualized cost savings.
  - Implemented global network inventory review and balancing process achieving \$3.9M net cost avoidance.
- Led end-to-end evaluation of Oracle supply chain planning and processes

### SUPERPOWER INC., Schenectady, New York; a subsidiary of Furukawa Electric Co., Ltd. [2/12-4/15]

*High-tech division of a 52K employee industrial conglomerate producing best-in-class advanced materials for OEM applications*

### Director of Manufacturing and Engineering, promoted from Manufacturing Manager [3/13-4/15]

- Reporting to the President with P&L responsibility; managed all aspects of manufacturing and engineering functions including technology development and manufacturing strategy formulation; operations, supply chain, and project management; budgeting, capital projects, safety, and environmental compliance – leading a team comprised of local and Japanese expatriate staff, including 10 exempt professionals and 18 non-exempt technicians.
- Introduced policy deployment methodology to align and manage Kaizen activity using Hoshin matrices, supporting A3s, action plans, and KPI tracking with the following results:
  - Increased rolled-throughput yield 54%
  - Reduced raw material cost 27%
  - Improved product performance 303%
- Implemented S&OP process with marketing and finance; achieving 99%+ average recognition of monthly revenue plan
- Conceived and demonstrated control of IBAD thin film deposition process using a greedy algorithm, driven by in-situ RHEED metrology, reducing SPC-monitored process mean by 5% and variability by 63%.

**Manufacturing Manager**, promoted from Production Manager [1/09-3/13]

- Led transformation from R&D to commercial manufacturing, dramatically improving operational performance in one year through the application of lean, six sigma and theory of constraints principles while doubling year-over-year production.
  - Improved aging of order backlog from 93% past due to 100% on time.
  - Increased yield 53% by implementing standard work and facilitating continuous improvement teams.
  - Slashed work in process inventory and cut finished goods cycle time by one-third through the application of visual controls, 5S, delayed differentiation, and kanban methodologies.
  - Reduced direct labor staffing by 30% as part of a global reduction in force while maintaining full production capability through cross-training.
- Conceived and managed a custom application development project for controlling and allocating finished goods inventory to improve customer service while deriving maximum commercial value from available stock and integrating business processes from quotation through order fulfillment.

**SUPERPOWER INC., Schenectady, New York; a subsidiary of Royal Philips Electronics, N.V.** [4/06-2/12]

*Startup division of a 105K employee global Fortune 500 conglomerate focused on technology development and commercialization*

**Supply Chain Manager**, promoted from Senior Buyer [4/06-1/09]

- Developed and implemented supply chain strategy, identifying risks and opportunities related to principal raw material commodities and defining materials management strategy, objectives, organizational structure, and performance metrics.
- Reduced raw material unit costs 52% by aggressively negotiating supply agreements and blanket purchase orders with key supply chain partners, including vendors and tolling contractors.
- Achieved cost savings of 351% of annual goal for aggregate corporate purchases comprised primarily of raw material, capital equipment, engineering prototype, and facilities-related savings.
- Cut the landed cost of consumables and MRO supplies by 49% through the introduction of a vendor managed inventory (VMI) program.
- Led discovery process and business process mapping for implementation of additional modules within existing ERP software to achieve expanded MPS, MRP, CRP, PAC, and inventory management functionality, as well as improved business process integration throughout the entire quote-to-cash cycle.

**CLIFFORD R. GRAY, INC., Schenectady, New York** [6/05-4/06]

*Industrial and public works trade contractor with typical project values of \$500K-\$2MM*

**Senior Project Manager/Chief Estimator**, promoted from Estimator/Project Manager

- Managed professional, clerical, and support staff to achieve timely execution of departmental functions.
- Served on corporate Executive Management Committee, reporting operational performance and ensuring day-to-day activity was aligned with goals and objectives established by the Board of Directors.
- Developed and maintained project schedules using Gantt charts and the critical path method.
- Determined resource requirements and planned material procurement to support project schedules, negotiating equipment and commodity purchases to meet or exceed cost objectives.

**McCLURE & SON ELECTRICAL CONTRACTORS, INC., Howes Cave, New York** [11/89-6/05]

*Commercial, industrial, and public works trade contractor with typical project values of \$250K-\$1MM*

**Principal**

- Exercised overall responsibility for corporate strategy, operations, regulatory compliance, and financial performance.
- Developed and administered New York State Department of Labor approved apprentice training program.
- Managed multiple large-scale commercial, industrial, and municipal construction projects, employing teams of tradesmen to consistently produce quality projects safely, on time, and profitably.
- Prepared budgets, determined resource requirements, and planned and executed material procurement to support project schedules. Negotiated major subcontracts and equipment purchases, and managed subcontract operations.

**ENI, Rochester, New York; a division of Emerson Electric** [8/88-11/89]

*Semiconductor OEM division of a global Fortune 100 industrial conglomerate operating in a highly cyclical environment*

**Buyer/Inventory Planner**, promoted from Production Planner

- Executed materials acquisition and just in time inventory management of commodity groups based upon MRP reports.
- Sourced and purchased components for production, engineering change orders, and prototypes.
- Performed supplier evaluations for use in vendor qualification and tracking supplier performance.
- Qualified vendors and negotiated long-term contracts for outsourcing fabricated materials.
- Maintained master production schedule, including finite capacity planning, for multiple product families.
- Completed order planning, scheduling, and order review/release for an in-house metalworking shop based on MRP reports.

**REDCOM LABORATORIES, INC., Victor, New York [11/87-7/88]**

*Closely held \$50M emergency response and defense telecommunications OEM pioneering voice over IP technology*

**Production Planning and Inventory Control Co-op**, retained at completion of co-op engagement

- Developed a cellular manufacturing group for an emerging state-of-the-art VoIP product line.
- Assisted in the implementation of capacity planning and production control modules of MRP-II software.
- Created and administered a cycle counting program as a component of the inventory management function.

## **EDUCATION**

### **Master of Business Administration**

Union Graduate College, Schenectady, New York

Focus Areas: Operations/Management Science and Information Systems Management

Honors: Beta Gamma Sigma honor society

### **Master of Science in Operations Management**

The University of Alabama, Tuscaloosa, Alabama

### **Bachelor of Science in Business Administration**

Rochester Institute of Technology, Rochester, New York

Major: Manufacturing and Materials Management

## **CERTIFICATIONS AND PROFESSIONAL DEVELOPMENT**

ASQ Certified Six Sigma Black Belt (CSSBB)

APICS Certified in Production and Inventory Management (CPIM)

APICS Certified Supply Chain Professional (CSCP)

ISM Certified Professional in Supply Management (CPSM)

Furukawa Electric Co., Ltd. Global Development Program, Tokyo, Japan