

George O'Kelley

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Supply Chain Professional

Work Experience:

July 2019 – Current: Flex, VP of Operations (Dallas, TX) Manage operations for the Americas as it relates to specific issues and needs of customer requirements and actions.

- Manage escalations associated with customer product launches, product deliveries and product development tied back to factories throughout the Americas region
- Align and drive consistent processes and use of process tools to create and leverage synergy in the region
- Responsible for coordinating P&L alignment with the business units and the factories (15) around the region with a total revenue of 8B USD with a targeted OP of 4.5% or higher

Nov 2016 – July 2019: Flex, VP of Global Supply Chain (Dallas, TX) Managed the sourcing and purchasing functions around all components for a newly formed strategic division inside of Flex to support the construction industry.

- In collaboration with our JV partner (Y TWO Formative), FBG (Flex Building Group) is working to transform the construction industry by utilizing principles and practices of manufacturing to drive benefit to the customers
- Initial findings in support of the first customer in Europe, an average of 15% material cost savings and 20-30% savings in operational efficiency
- Supporting customers in the Americas, Europe and Asia

Nov 2014 – Nov 2016: Flex, VP of Global Sourcing – Mechanical / Electro Mechanical (Dallas, TX) Managed the sourcing and procurement functions around mechanical and electro mechanical components for all Flex.

- Managed spend of 9B USD for 100 factories across 30 countries. Alignment with customer and Flex control to bring the strongest benefit to the supply chain, with 150 sourcing professional around the world
- Established a program that consistently yielded 1.25% - 1.5% per/qtr in price negotiations for areas, across all industries and customers. Established and utilized a key process of CBD (Cost Break-Down) logic to drive the process
- Developed sourcing function / team to take on new Nike business (Shoe manufacturing)
- Aligned sourcing to link locally, support regionally and act globally

Feb 2013 – Nov 2014: Flex, VP of Operations (Dallas, TX) Managed the buildup and development of a new factory. Responsible for the full P&L associated with a key customer and the success of product shipment.

- Grew from a core team of 5, to hire over 5,000 employees to support all functions of manufacturing. Maximum staff at the facility during this period was 3,800 people (4 shifts, 24 hours, 7 days)
- Established a "Made in the USA" factory in Ft Worth, TX for the launch of the Moto X, Google phone. Ramped the factory in 6 months to build more than 80k units / day. Accessory distribution was operational in 3 months
- Managed P&L growth to maintain a profitable business structure through lean activities with continuous improvement in cost, test and assembly that allowed us to compete regionally in manufacturing metrics

Apr 2008 – Feb 2013: Flex, VP of Global Purchasing / Procurement – Consumer Electronics Division. (Hong Kong) Managed the sourcing and procurement functions around mechanical and electro mechanical components for the Flex global entity.

- Managed spend of 6B USD for 15 factories across 12 countries. Aligned this with customer and Flex control to bring the strongest benefit to the customer supply chains
- Established a program that would consistently yield 1.5% per/qtr savings in price negotiations across all major commodities (Mechanical to Electrical)
- Managed a team of 150 global sourcing members and 750 local purchasing members located around the world, across cultures, geographies and commodities. Developed a single review process to show global leverage where the demand and supply visibility allowed us to better balance factories.

Apr 2007 – Apr 2008: Amazon, Director of Global Sourcing. (Hong Kong) Job created to align the 5 units of Amazon at the time to develop a global sourcing strategy across the common products for Baby, Toy, Electronics and Tools.

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- Developed a global process for communication and tracking of common products sold through the Amazon portals
- Established connection with direct OEMs, instead of the distributors that were being used. Created an average savings of 12-15%
- Built a global sourcing team that was connected with JoYo.com (Amazon China) to further benefit in private label manufacturing

Aug 2004 – Apr 2007: Flex, VP of Global Sourcing – Mechanicals. (Hong Kong) Responsible for the development of the mechanical sourcing strategy and global network to support the growth of Flex mechanical capability, as well to support the PCBA and box build structure with mechanical parts.

- Created the first global mechanical sourcing team for Flex. Started with 6 people and grew to 95 people throughout the world
- Established base price negotiations for raw materials (Metals / Resins) to help establish ground based pricing for Slit mills and resin secondary processes (market drivers)
- Consistently maintained 1%-1.5% per/qtr cost down targets on purchased parts

Mar 2003 – Aug 2004: Flex, Director of Planning. (Dallas, TX) Establish a S&OP (Sales and Operation Planning) base for Flex global, to help align a growing EMS across regions for sharing and leveraging overall material spend

- Recruited to help establish a S&OP process for common customers and product types across regions, to leverage material planning for global procurement team. Created a DSB (Demand Supply Balancing) structure for capacity and material
- Supported the material planning process to cut the E&O (Excess and Obsolete) cost by 50%, while driving a common waterfall file to help with customer claims and communications
- Aligned planning structures for IT with our key materials database for sharing common MPN info across multiple regions

Mar 1999 – Mar 2003: Nokia, Sr. Mgr / Director of Logistics & Operations. (Dallas, TX / Masan, Korea) Worked in several groups from supply chain development to operational management to NPI (New Product Introduction) coordination.

- Managed the launch of 12 new cell phones over an 18 month period
- Managed operations for the Nokia Accessory Factory (Ft Worth, TX) to deliver more than 45M accessories / year
- Established a greenfield operation in Manaus, Brazil to support local and regional accessory distribution
- Established a connection with AT&T and direct build out of the Masan, Korea factory for direct delivery to the AT&T distribution network with the delivery of 9M cell phones in 1 quarter

Nov 1995 – Mar 1999: Texas Instruments (Later Raytheon Defense), Operations. (Dallas, TX) Managed multiple functions from manufacturing engineering to operations and assembly of missile and defense systems products.

- Established a documentation process that was later used to double the efficiency of missile assembly and test (Lean)
- Managed the final assembly facility for rocket motor insertion and war head insertion (McAlister, OK) for more than 3,000 combat ready missiles
- Assisted on the first integration inside Texas Instruments of Self Directed Work Teams. A core leader in bridging the gap in workforce thinking between generations (Baby Boomers – Gen X)

Jan 1992 – Nov 1995: US Army, Captain Signal Corps / Field Artillery. (Various Locations) Manage and lead soldiers to be combat ready and fully capable to fulfill the missions needed for immediate support and deployment. Honorably Discharged

- Positions held: Fire Direction Control, Platoon Leader, Company XO, Battalion Maintenance Officer
- Maintained troop and equipment operational readiness above 98% at all times
- Technical communication, survival, fitness, weapons, leadership skills

Education:

Texas A&M University: BS Construction Engineering: Dec 1991

University of Dallas: MBA Finance: May 2001

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Other Related Experiences:

Eagle Scout (Boy Scouts), National Guard while in university (rank Sgt), basic training infantry. Lived in Asia for 8 years in multiple job functions, Married, 2 children (24 / 18), enjoy outdoors, reading, golf, cooking