

BOB VAVICH

High Level Supply Chain Consulting

BVAVICH@GMAIL.COM

Summary

I am a visionary and entrepreneur with a successful background in logistics and supply chain. I have been able to balance know how with a continued strive for generating profits. I have commitment and passion for ecological and mental well being. I am also an ardent activist in the field of alcohol and drug abuse prevention, autism awareness and other special needs causes.

Experience

Chief Commercial Officer at BCR Australia Pty Ltd

May 2014 - August 2017 (3 years 4 months)

- Restructured the commercial team into sales, account management, supply chain management, marketing and procurement.
- Introduced marketing campaigns around concepts of SEO, blogging, social media blitzes, Google ad-words campaigns and inside sales concepts
- Coaching sales people on the road.
- Upskilling sales staff to encompass freight forwarding and contract logistics skills.
- Member of the Executive Board
- Introduced flexible logistics to BCR
- Exercised fiscal constraint and although I increased head count slightly I managed to reduce costs significantly.
- Followed ethics and best practices in all my affairs

Head of Sales at BCR Australia Pty Ltd

May 2014 - April 2015 (1 year)

National Sales Manager of International Freight Forwarding company
and Contract Logistics Provider

Sales manager at DB Schenker

May 2011 - April 2014 (3 years)

Completed HAEP training to be a corporate coach. (HAEP High Achievers Excellence Program)

- Successfully replaced non-producing sales people with new individuals from outside the company and more junior. This was a long term strategy to home grow our own experts
- Increased the Turn Over of new business from AUD 6.8 Million to AUD 22 Million

- Introduced incentives for account managers with an eye to grow existing business. The logic was that more money is made on existing business than new, so the two phased strategy was to brick wall existing business and canvas new business from field sales
- Changed policy and made new business transfer to account management after 12 months. This eliminated excessive maintenance of new business that needed to be integrated further into DB Schenker
- # of my sales people had been promoted due to their upskilling into covering end to end solutions and not only focusing on port pairs. Thus avoiding sales people from selling a commodity but rather solutions
- Customer service had been recently transferred under sales in order to change the concept of customer service. Currently they are a patch working band aid covering for inefficiencies in operations, rather than focusing on client satisfaction
- Exceeded NSW budget by 45 per cent in a period where business generally contract
- Exercised fiscal constraint and although I increased head count slightly I managed to reduce costs significantly.
- Ensure best practices and high integrity of sales staff
- Assisting with closing business

Head of Sales Oceania (and deputy to MD) at DHL eCommerce

January 2010 - April 2011 (1 year 4 months)

Achievements

- Replaced non-producing sales staff
- Introduced in House development of customer service individuals to sales executives
- Achieved and exceeded budget
- Deputised MD when on vacation or business trips
- Calculated mail cost and produced sales tariffs and pricing models
- Ran evening course in Supply Chain and Inventory control

Key Responsibilities

- Manage Sales Staff in Australia and NZ
- Meet target set by senior management
- Attend training sessions and meetings in Singapore
- Attend weekly sales meetings with Regional Heads conference calls
- Motivate Sales Staff
- Do joint calls with sales staff
- Train new Sales Personnel
- Deputise MD and sign off during her absence

- Ensure products are sold profitably
- Identify new business opportunities
- Ensure that staff abide by DP culture

President at Transmec MP

June 2004 - April 2009 (4 years 11 months)

- Installed brand new WMS with warehouse running on unmanned Wi-Fi controlled forklifts via our WMS
- Cut overheads by 30 per cent
- Increased sales by personal involvement and by incentivising sales people, rather than straight salary. This was a novel approach to sales in Italy. Had to negotiate with unions to have this allowed. In addition purchased CRM system (Avidian Prophet) which helped visibility and reporting
- Develop new sales opportunities through direct sales, networking and upskilling of sales team
- Manage day to day business of the enterprise

Director of Sales at Kuehne + Nagel

February 2003 - May 2005 (2 years 4 months)

International Freight Forwarder

Vice President at Panalpina

February 1995 - January 2003 (8 years)

Started in Sales and was promoted to Branch Manager and later to Regional Vice President

- Managed sales team of 12.
- Was first area that successfully sold the Transpacific market to 15,000 FEUS to Midwest (from 1000)
- Succeeded in closing several high profit large companies in consumer goods and manufacturing (Crate + Barrel, Alfa Laval etc)
- Upon vacancy of branch manager job, I was appointed to that position under the assumption of having a sales minded branch manager although the biggest problem at Panalpina Chicago was the inefficient import processes.
- Set daily billing targets rather than the famous end of month hysteria
- Closed out 10,000 opened files by introducing efficiency closing ratios of 60% first month, 80% second and 98% third. Files that had discrepancies of more than \$25 reopened. Achieved that no more than 500 files remained open on any given time.
- Was able to absorb 90% more business with no additional headcount due to improved processes and new management team. This model was adopted by many other branches over time
- Outsourced own warehousing to a company that ran our facility on site under our management. Was able to cut warehouse costs by 19%
- Was promoted and Cincinnati, Milwaukee, Minneapolis, Indianapolis, Detroit were put under my care. Detroit alone had 80 staff, Chicago 170, Milwaukee 8, Minneapolis 6, Indianapolis 6, and Cincinnati 12.
- Mentored department managers and drove continuous improvements.

RDM

1992 - 1993 (2 years)

Education

University of Illinois at Chicago

Master of Business Administration (MBA), Logistics, Materials, and Supply Chain Management, 2001 - 2003

Activities and Societies: APICS (American Production and Inventory Control Society)

Universität Hamburg / University of Hamburg

Master of Business Administration (M.B.A.), Foreign Trade, 1980 - 1985

Activities and Societies: Debate Team

Honors and Awards

Coach HAEP

BOB VAVICH

High Level Supply Chain Consulting

BVAVICH@GMAIL.COM



[Contact BOB on LinkedIn](#)