SCOTT W. OBLOY

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Director of Operations & Supply Chain

Strategic and results-driven operations and supply chain leader with extensive experience directing logistics, inventory management, and distribution strategies across national and global networks. Skilled in leveraging ERP systems and data analytics to optimize demand planning, reduce costs, and enhance service levels while scaling operations to support growth. Adept at leading cross-functional teams through process improvements, facility expansions, and vendor negotiations that align operational execution with financial and business objectives. Known for driving improvements in accuracy, efficiency, and cost control, strengthening organizational resilience and customer satisfaction. Brings a proven ability to balance strategic vision with hands-on leadership to deliver sustainable value. Recognized for fostering collaborative environments that empower teams and support continuous improvement initiatives.

AREAS OF EXPERTISE

- Budgeting & P&L
- Vendor Negotiations
- Inventory Management
- Supply Chain Optimization
- Lean Six Sigma
- Team Leadership
- Contract Negotiation
- Logistics Management
- KPI Monitoring
- Strategic Planning
- Project Management
- Regulatory Compliance

Technological Expertise:

★ Office 365 | ★ Netsuite | ★ RF Smart | ★ Accumatica | ★ SAP | ★ Ship Hawk | ★ Ship Station | ★ GROK AI

★ UKG HR Software | ★ MRO Software | ★ RF Operations ★ RFID Operations | ★ Chat GPT

"Scott has an amazing combination of technical and people skills. He has exceptional business acumen and really knows how to bring out the best in others."

Rhett Kasparian, CEO, Notus HC

SELECTED CAREER HIGHLIGHTS

- ✓ **Reduced supply chain costs by 24% and parcel spend by 10%** by renegotiating vendor contracts and optimizing freight and inventory management at True Care Biomedix.
- ✓ **Achieved 99.9% inventory accuracy across 58 regional branches** by implementing updated inventory control practices at CSC ServiceWorks.
- ✓ **Cut transportation costs by over $12.8M** while supporting 63% service levels by optimizing demand forecasting and transportation networks at CSC ServiceWorks.
- ✓ **Increased throughput by 29% and generated $120K ROI** by successfully implementing front-end order management software at Greenlane Wholesale.

PROFESSIONAL EXPERIENCE

TRUE CARE BIOMEDIX | SOUTH MIAMI, FL 2025 – Present

Logistics & Planning Director (Contract)

- Supervised cross-functional teams and applied LEAN and continuous improvement initiatives to reduce waste and streamline operations for over 10 projects.
- Leveraged Microsoft Business Central ERP to optimize demand planning, procurement, and inventory control.
- Built Power BI dashboards to track KPIs such as OTIF, inventory turns, and cost per order, significantly enhancing leadership decision-making.
- Revamped end-to-end inventory planning systems to achieve high accuracy and reduce carrying costs by eliminating excess and obsolete stock.
- Redesigned supply chain through vendor contract negotiations and freight optimization.

PROFESSIONAL EXPERIENCE - Continued

CSC SERVICEWORKS | COPPELL, TX 2022 – 2024

Senior Director of Distribution

- Led Sales and Operations Planning (S&OP) aligning sales, marketing, finance, supply chain, and operations to maintain 98.7% service levels and eliminate stockouts.
- Developed inventory control standards reducing write-offs by $4.8M and accelerating cycle times by 22 days.
- Directed setup of a 178,000 SF distribution facility managing $25M+ inventory and processing 1900+ orders monthly.
- Managed daily operations improving delivery timelines by 18 days through policy and procedure enhancements.
- Oversaw demand forecasting, replenishment, and transportation network efficiency.

TRITON DATA COM & NAVE COMMUNICATIONS | PEMBROKE PARK, FL 2019 – 2022

Vice President of Operations

- Directed warehousing and fulfillment for two U.S. facilities, maintaining 99% customer satisfaction.
- Redesigned inventory planning, achieving 99.7% accuracy and reducing excess stock by $2.2M.
- Reduced manufacturing costs by 18% by eliminating unnecessary packaging.
- Implemented Small Parcel Auditing Service, reducing shipping costs by 15%.
- Renegotiated supplier contracts, reducing cost of goods by 34% and improving margins by 12%.
- Increased refurbishing productivity by 23% by redesigning operational bottlenecks.
- Developed KPI-driven management strategy standardizing workflows and improving supervisor performance.

GREENLANE WHOLESALE | BOCA RATON, FL 2015 – 2019

Director of Operations

- Optimized P&L by selecting the most efficient transportation modes and applying LEAN methodologies to improve productivity and order quality.
- Sourced and implemented order management software, increasing throughput by 29% and reducing headcount.
- Collaborated with procurement and logistics to ensure timely inventory delivery supporting multiple fulfillment models.
- Increased two-day ground shipping coverage from 70% to 92%, saving $197K annually.
- Directed opening or relocation of six distribution centers, building infrastructure and teams.
- Reduced freight cost per order by 13.3% through strategic carrier selection.
- Maintained 99.56% on-time shipping and 99.96% order picking accuracy via KPI management systems.

PREVIOUS EXPERIENCE

Logistics Manager |**CBM OF AMERICA** | DEERFIELD BEACH, FL
Operations Manager | **OWENS AND MINOR DISTRIBUTION** | SUNRISE, FL
Logistics Manager | **VPX SPORTS/VITAL PHARMACEUTICALS** | DAVIE, FL
Military Intelligence | **Honorably Discharged Veteran** | **UNITED STATES ARMY**

EDUCATION & CERTIFICATIONS

Bachelor of Science (BS) Business Administration, University of Phoenix
Six Sigma Green Belt Certification
Bronze Certification in Lean Methodology
Counterintelligence and Ground Surveillance Systems / Advanced and Basic Leadership Development
Certified MHE Trainer