

# JAY M. SCHEINER

C 781.223.3069 • [jay@jayscheiner.com](mailto:jay@jayscheiner.com) • [www.jayscheiner.com](http://www.jayscheiner.com) • @jscheiner

## EXECUTIVE PROFILE

Over 25 years of executive experience in managing the operations of a corporate enterprise, including management information systems, merchandising, store operations, distribution center logistics, customer service, marketing and financial controls. Proven ability to improve profits while reducing costs and gaining efficiencies. Strong leadership and organizational skills, combining management with new technology to increase productivity and profitability. Skilled in the ability to quickly assess each situation and direct actions required for building sales and increasing market expansion.

### Selected Highlights

- Successfully consulted in several industries, focusing on savings, process improvements, and business transition.
- Experienced COO in managing all aspects of a corporation, including 'startup' \$65M, and 'mature' \$1B businesses in the retail, wholesale, logistics, financial services, and software industries.
- Took part in acquiring, and merging companies with revenues of \$50M to \$500M, as well as negotiating and selling companies with values of \$10M to \$56M.
- Supplemented the CFO role during re-capitalization effort, and raised \$6M in private equity
- Planning and implementation of long term plans and systems utilizing reengineering efforts to build Casual Male to a 2000 store \$1B corporation.
- Instrumental in negotiating a key business transaction that resulted in the addition of \$4M to the company's profits.

### Areas of Expertise

<b>Strategic Planning</b>	<b>Leadership</b>	<b>Management Information Systems</b>
<b>Operations</b>	<b>Business Development</b>	<b>Inventory Management</b>
<b>Mergers &amp; Acquisitions</b>	<b>Customer Service</b>	<b>Contract Negotiation</b>
<b>Logistics</b>	<b>Merchandising</b>	<b>P&amp;L/Cost Control</b>

## PROFESSIONAL SUMMARY

### JS INC

(11/2013 to Present)

A Consultancy that has over 25 years experience in multiple industries with a variety of expertise, including retail and wholesale operations, supply chain logistics, financial services and turnaround.

#### Principal

- We help organizations with their challenges and opportunities, and give a fresh and different perspective on how issues can be resolved, and ideas enhanced. Our focus is not just on the 'black and white' of Financials, but also considers what is happening with the business/company at that time, and come up with both quantified and practical solutions. We accept projects we 'believe in, and understand'; we don't accept projects that are unrealistic, or not fully understood.

### CROSSROADS FINANCIAL

(2012 to 10/2013)

Crossroads is a financial services firm that does asset based lending and PO financing for companies that are too small or too risky for traditional banks and lenders.

#### Chief Operating Officer

- Responsible for building and developing the infrastructure in order for the company to scale its portfolio management assets exponentially.
- Helped build the portfolio from under \$2.0M to just under \$10M.
- Built processes and controls to manage and grow the business, as well as minimizing our risk and exposure on deals.

### FITFLOP U.S.

(2011 to 2012)

FitFlop is a wellbeing footwear brand with exclusive Microwobbleboard technology for its toning performance.

#### U.S. Supply Chain Consultant

- Project management of the FitFlop U.S. launch of B2C business, and fulfillment by our 3PL in the 2<sup>nd</sup> quarter of 2012.
- Successfully went live with the new 3rd Party Logistics provider in all aspects of the domestic supply chain, exceeding shipping goals by 8% the first quarter.
- Developed and managed the transition plan, moving from the previous 3PL provider in MO, to the new provider in OH.
- Successfully negotiated the 3PL agreement with new provider that has saved 10% on the 'cost per unit processed' for the client, as well as increased service levels by developing KPI's and metrics to measure, and track the performance.

(Continued, page two)

BARRETT DISTRIBUTION CENTERS

(2007 to 2011)

*This 3rd Party Logistics provider services a variety of industries including customers such as Advance Auto and Best Buy.*

**Director of Administration and Operations**

- Full operational P&L responsibility for the company's flagship distribution center, responsible for operations, IT, customer service, industrial engineering and inventory control.
- Successfully turned around the profitability of this building by \$200k, by focusing on metrics and goals.
- Streamlined the process and controlling of new customer 'on boarding' to minimize the risk, and maximize the integration points for the new customer. Raised the level, and responsiveness of the customer service team to support current and future growth.

JS INC

(2006-2007)

*Management consulting focusing on general management, supply chain, inventory management and operations.*

**Principal**

- Completed this engagement as temporary COO responsible for all areas of operations for Celerant Technology, a retail software provider. Developed the management team in order to provide excellent customer service.

ATSCO FOOTWEAR LLC

(2004-2006)

*This \$60M footwear wholesaler operates brands such as Kangaroo's, Ellesse, and Lelli Kelly to our customers such as Nordstroms, Dillard's, and Bloomingdales, as well as many independents.*

**EVP | COO**

- Responsible for all areas of administration and operations, reporting directly to the CEO, with 7 direct reports.
- Brought in to build infrastructure and reorganization, to be able to take the company to the next level.

JS INC.

(2003-2004)

*Management consulting focusing on general management, supply chain, inventory management and operations.*

**Principal**

- Completed an engagement for a \$126M retailer that significantly reduced their supply chain by implementing new processes and procedures. Reduced turnaround time from 'weeks' to 'days'.

WORK 'N GEAR

(2002-2003)

*\$60M dollar retailer of workwear shoes and apparel, and nurses uniforms, footwear, and accessories.*

**EVP | COO**

- Responsible for all areas of administration and operations, reporting directly to the CEO, with 6 direct reports.
- Successfully raised \$6M in equity funding in the company's second year.
- Successfully managed the first year transition and was able to post a first year positive EBITDA of \$2M.

CASUAL MALE CORPORATION

(1980-2002)

*Took steps necessary to expand the business both domestically and internationally*

**EVP | CIO**

2001 to 2002

- Broadened COO type responsibilities to become the third highest-ranking executive in the company, reporting directly to the CEO, Chairman of the Board. Responsible for several departments including IT, Distribution/Logistics, Merchandise Control and Budgets. With 5 direct reports and MIS staff of 100, and Distribution Center staff of 200.
- Completed the negotiation and sale of the Work 'n Gear division for \$10M.

**1<sup>ST</sup> Sr. VP | CIO**

1992 to 2001

- Completed the sale of our \$300M shoe business to Footstar. Played a major role in the negotiation, sale and transition.
- Finished our 3rd E-Commerce site, as well as implemented new fulfillment software for our B2C division in Georgia.
- Instrumental in negotiation of a key business transaction which resulted in the addition of \$4M to company's bottom line.

**Sr. VP Director of Merchandise Controls and Budgets** 1980 to 1992

- Worked closely with Divisional Presidents and General Merchandise Managers to determine sales, inventory, and gross margin plans by department and category. Served as liaison between merchandising, finance, and systems departments.
- Directly involved in the planning and implementation of a 5-year plan to successfully bring the company to a \$1B corporation while leading the reengineering effort, which impacted all areas of the company.

**EDUCATION**

**Master of Business Administration (Delta Mu Delta Honor Society) • Suffolk University • Boston, MA  
Bachelor of Arts • City University of New York • New York, NY**