

Josh Walker

Worthington, OH

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Summary

Ambitious Procurement, Marketing Operations and Creative Manager with 25 years of experience in procurement, creative and retail environments. Motivates employees to align performance with company objectives in fast-paced production environments. Superior competency in sourcing, resource allocation, production scheduling and workflow management.

Highlights

- Built state of the art in-plant Production Center at Chico's to accommodate all printing and finishing needs to support multiple brands.
- Reduced overall garment marketing spend at Express by 30% by consolidating vendors and bringing creative in-house.

Testimonial

"To describe Josh in a few words is impossible. Far too wide spread is the area where he has deep knowledge. Josh is a true professional. No matter what the topic is, Josh will reach a level of detailed knowledge in no time. He is focused and goal oriented. Josh is a leader, but also an excellent team player. He definitely is an asset to any organisation. I had the pleasure to work with Josh on a very challenging and complex project and the fact that it was successful only underlines his abilities and determination.

If you are looking for a leader who gets it done while keeping a team motivated - Josh is your man!"

Otto Baumgartner,

VP of Equipment Operations, MacDermid Graphics Solutions

Experience

The Electric Sheep and Marketing Procurement Solutions

Founder, President, and Creative Director • Worthington, OH

January 2019 – Present

- Work with clients to develop their marketing plan/strategy and translate into marketing collateral.
- Provide clients graphic design support, including logo design to full marketing campaign development.
- Design, fabricate and build retail POS fixtures and props.
- Develop, produce, and sell Home Decor items.
- Manage all administrative and financial decisions.
- Organize and manage large Maker's Market in Worthington, OH with roster of more than 75 vendors, twenty events executed in 2022.
- Developed key operational initiatives to drive and maintain substantial business growth.

Loft

Marketing Production & Procurement Consultant • New York, NY

October 2021 – March 2022

- Provided workflow process improvement guidance.
- Managed marketing budget for print and prop production.

- Trained and transitioned team to take over day-to-day work.
- Researched new vendors and increased vendor pool to obtain the most cost-effective pricing for marketing rollouts, resulting in 10-20% monthly savings.

Express

Marketing Operations & Procurement Manager • Columbus, OH

March 2019 – May 2021

- Led Marketing Operations and Production efforts with reduced workforce through difficult 2020.
- Slashed Direct Mail and Garment Marketing Paper spend by 60% in 2020, while maintaining brand integrity.
- Executed RFP for the Denim Back Patch and hardware and awarded program to new supplier 2021 resulting in 35% reduction in spend.
- Directed production process and operational efficiency procedures for POS, Garment Marketing, Packaging and Direct Mail.
- Collaborated with leaders and executives to direct workflow and support operations.
- Led contract negotiations and vendor management.

Thirty-One Gifts

Strategic Procurement Manager • Columbus, OH

January 2018 – January 2019

- Expanded cross-functional organizational capacity by collaborating across departments on priorities, functions, and common goals.
- Led Sourcing Team on all indirect sourcing initiatives.
- Successfully implemented e-sourcing tool for contract management and all sourcing activities.
- Sourced, qualified, and implemented strategic translation partner to support Hispanic Consultant Recruitment Initiative and print collateral.
- Conducted RFP for print and reduced spend by 40% by awarding to new suppliers.
- Managed print production and press approvals for all print collateral, catalogs, and direct mail.

Bath & Body Works

Manager Visual Production & Operations • Reynoldsburg, OH

November 2015 – January 2018

- Worked closely with creative team and art directors to translate their vision to tangible marketing elements.
- Sourced and managed suppliers for all visual props, in-store marketing, and packaging.

- Evaluated suppliers by assessing quality, timeliness, and compliance of deliveries to maintain tight cost controls and maximize business operational efficiency.
- Raised performance in areas of supplier management, logistics and operations by identifying and targeting areas in need of improvement.
- Managed store attribute database for more than 1600 locations.

L Brands, Inc.

Strategic Category Manager, International • Reynoldsburg, OH

January 2013 – November 2015

- Lead cross-functional procurement team responsible for Enterprise translation, marketing fulfillment, office supply program, collateral print, and International non-merchandise fulfillment strategy.
- Researched, prepared for, and led supplier negotiation process for managed category.
- Developed Standard Operating Procedures to support new market entry into more than 25 countries.
- Coordinated with internal stakeholders including Regulatory, Global Trade Compliance, Logistics, Store Operations, Marketing and Visual, Learning and Development as well as Franchise partners.
- Developed Road Map to detail International Support of Procurement and Business Services.
- Analyzed spend and transactional data for marketing fulfillment category and provided cost reduction recommendations to brands.
- Coordinated with brand stakeholders to implement immediate cost reduction strategies including development of a purge cadence, monthly review of inventory and changing shipping strategy. These changes resulted in approximately \$750,000 of annual savings.
- Developed and expanded Enterprise Translation Model to include additional departments and brands.
- Managed translation into more than 30 languages to support international growth.

Strategic Category Manager, Marketing • Reynoldsburg, OH

April 2012 – January 2013

- Managed marketing production strategy for international growth of L Brands, Inc.
- Selected and qualified regional print suppliers to support print production in United Kingdom and Middle East.
- Developed Canadian Print Vendor to support Victoria's Secret Canadian businesses resulting in annual save of \$100,000.
- Improved French-Canadian translation and creative model by transitioning creative to in-house creative department from third party supplier resulting in annual save of \$200,000.

Chico's FAS, Inc.

Manager Marketing Procurement and Operations • Fort Myers, FL

November 2006 – January 2012

- Developed new print strategy for In-store marketing collateral, driving annual savings of \$1.3 million.
- Analyzed store supply program and identified opportunities which led to more than \$700,000 in annual savings.
- Oversaw procurement and distribution of non-merchandise items including in-store marketing, direct mail, and store supplies.
- Conducted press checks and color management for point-of-sale marketing and direct mail.
- Contract negotiation and vendor management.

Education

Hodges University

Master of Science, Management

Bachelor of Science, Management

Edison State College

Associates of Science, Computer Networking

Associate of Arts, Theatre

Skills

Cost reduction	Direct Mail	Logistics	Managing	Marketing collateral	Packaging design
Packaging	Experiential	Print production	Procurement	Quality Control	Purchase Orders
Request for Proposal	Color Management	Project Management	Point-of-Sale	Fixtures/Displays	Budget Management

Software

- Ariba
- Jira
- Adobe Creative Suite
- Microsoft Office
- Scanmarket