

DENNIS OGLESBY, MBA, MAS

Senior Management Executive

Forward-thinking Senior Manager adept at managing teams of 100+ employees with 20+ direct reports to accomplish challenging objectives in Sourcing and Client Services. Able to impart a clear vision for a cohesive, high-performance team. Strategy, operations, financial analysis, high level client facing executive.

Work History

11/2017 -
Current

Senior Manager

DataSource, Inc, St. Louis, MO

- Direct spend consolidation efforts for both commercial print and promotional products
- Analyze supplier performance and negotiate contracts
- Oversee cost reduction efforts company-wide
- Data analysis
- Executive level management of program control
- Manage teams for sourcing
- High level client facing role for Fortune 500 clients

02/2017 –
05/2016

Sourcing Supervisor

RR Donnelley Inc, St. Charles, IL

- Managed all aspects of branded merchandise sourcing for RR Donnelley
- Supervised staff of 20 spread through satellite offices throughout the country
- Key responsibility for sales support and client success
- Cost reduction and data analysis
- Managed growth, program development and execution of key accounts.
- Developed and managed programs and campaigns.
- Lead client status meetings and presentations, leader of teams and projects.
- Wrote and established SOW's, standards

Contact

Address

26185 Firetower Road
Warrenton, MO, 63383

Phone

(636) 297-6898

E-mail

dennismichael80@yahoo.com

Skills

Microsoft Office including Access, Excel, Word and Powerpoint



Excellent

Experience with Hagen OA software for production



Excellent

Knowledge of payroll procedures and software



Excellent

Project + Project Management Certification, CompTIA



Excellent

MAS-Master Advertising Specialist - PPAI



Excellent

- Controlled programs, including budgets, schedule, resources and strategic planning
- Completed Master Advertising Specialist Training program
- Increased sales by 125 percent

12/2010 –
05/2016

Director, Fulfillment Operations

Nies/RR Donnelley Inc, St. Louis, MO

- Client facing role for large nationwide accounts
- Managed order fulfillment of pick and pack orders for over 800 orders per day
- Oversaw inventory and monitored restock levels for over 1000 items
- Provided analysis and strategic thinking for cost-cutting tools to company
- Controlled print production of over 400 Inventory Items
- Estimating/Planning and process control including SOPs, project management
- Directed staff of 40
- Worked with Regional Vice Presidents on launch planning, program budgets and strategic analysis

08/2008 –
12/2010

Shipping Operations Manager

James Mulligan Printing, St. Louis, MO

- Oversaw all shipping operations including small package, LTL and full truckload
- Managed fulfillment of pick and pack orders for several large clients
- Negotiated rates with carriers
- Provided cost-cutting tools to company
- Managed large drop shipments
- Assisted with Color Label production (Internal Label Press Division)
- Directed dock personnel on receiving and shipping instructions

Advertising



Billing



Contracts



Cost reduction



Data analysis



Estimating



Inventory



Access



Payroll



Personnel



Print Production



Program management



Project Management



Excellent

Sales


Very Good

Sales support


Excellent

Education

- 01/2017 - 01/2019** **MBA: Business Management**
Western Governor's University
- 01/2014 - 01/2017** **Bachelor of Science: Business Management**
Western Governor's University

Accomplishments

- Certifications: Project + Project Manager
- Master Advertising Specialist PPAI

Interests

Community activities

TREND-high school drug awareness program

Worked for several successful political campaigns

SHARE Organization

Additional Information

- HONORS/AWARDS AND RECOGNITIONS
 - Tip of the Hat Award - Mulligan Printing
 - Recognized by State of Missouri for Character and Volunteer Work
 - Valedictorian of High School Class