

A proven transformational agribusiness leader with over 20 years of experience in driving companies toward world-class performance and enhanced competitiveness within the global industrial landscape. Expert in steering entrepreneurial ventures across business development, sales, marketing, operations, supply chain, logistics, product development, finance, and digital technology with a deep focus on measurable growth, cost reduction and market expansion. Known for transforming underperforming divisions into top revenue-generating segments through a combination of strategic process solutions, technology-driven solutions and operational excellence. Skilled in collaborating with senior leadership, and below, to devise and implement solutions that address complex business challenges while boosting company performance and revenue. A recognized team champion with an innate ability to lead and impassion teams to approach and solve complex challenges in novel manners, thinking bigger, bolder, independently, and respectfully challenging the status quo through the process. Acknowledged leader for championing a cultural environment of cohesive collaboration, respect, and integrity, where results-driven, creative enthusiasm, and tracking of measurable data-driven achievements are celebrated.

PROFESSIONAL EXPERIENCE

STONECROSS GROUP LLC / CULTIVATE ENTERPRISES

10/09 – Present

Partner – Chief Operating Officer

- Holds overall P&L responsibilities (sales, operations, process, HR, IT, etc.)
- “Agribusiness”, “Food & Beverage”, “CPG”, and “Start-up” subject matter expert (SME)
- Led \$400M SAP implementation assessment and "Get-to-Green" (e.g., refocusing and restructuring program for success) program for the United Nations Secretariat, leading Accenture, PWC and internal UN teams to turn around failing SAP implementation while reporting to the General Assembly
- Led the assessment of current state Order to Cash (OTC) processes, focusing primarily on bulk supply chain, production, logistics, warehousing, IT and customer service areas, for Syngenta. All subsequent phases were C-Suite sponsored, resulting in new integrated sustainable business processes, a revamped supply chain and logistics strategy and network design, a more collaborative internal relationship between customer service and supply chain, as well as custom digital IT solutions using Salesforce, SAP, GT Nexus, Syngenta-custom apps, and IBM TMS, achieving Syngenta program's ROI of over \$60M in increased revenues and market share recovered the following season
- Directed an operational business process and IT transformation program for a \$114B agribusiness organization, revamping SAP commercial operations and supply chain modules as well as new policies and procedures. Achieved an 8-day reduction in overall order-to-cash processing time including a new logistics strategy, enhanced order visibility, and boosted customer satisfaction by 16%
- Pioneered the commercial launch of Sound Agriculture's first season, developing and executing comprehensive sales, go-to-market (GTM), finance, operations, supply chain, customer service and digital IT strategies and solutions across the OTO, OTC and P2P processes. Implemented cross-functional process, procedure, and IT solutions, including an *ERP Lite* solution (built on Salesforce platform), to ensure a successful launch and sustainable business and IT processes throughout the season
- Co-led a Customer Segmentation project for Syngenta Seeds in collaboration with a McKinsey team. Developed and executed a revitalized business strategy, enhanced supply chain, along with new sales and marketing programs, which increased annual EBITDA, reduced costs, and enhanced customer satisfaction by 31%
- Led a global supply chain, operations, 3PL and IT transformation project for a \$6.6B real estate communications client, achieving the projects goals of reducing costs across the supply chain by more than 15%, while streamlining manual processes and operations using digital SCM (SAP), ERP (SAP) and CRM (Salesforce) software solutions
- Led the current-state process and IT assessment, followed by leading the overall design and implementation of a \$3B medical device company's ERP footprint. Issued a systems selection RFP, which resulted in the full design and implementation of the client's SAP instance, retiring legacy systems and moving almost exclusively to SAP
- Led strategic Contract to Cash initiative for \$24B Oil and Gas client, enhancing business processes and SAP solutions, saving client over \$1M of revenue leakage per month

JEFFREY ST JOHN

jeffreyblakestjohn@gmail.com | [REDACTED] | linkedin.com/in/jeffreystjohn1 | [REDACTED]

DELOITTE

10/04 – 10/09

Manager

- Global leader in annual sales, averaging 296% above client sales targets, consistently ranking in the top 5 sales and delivery managers worldwide
- Co-developed and launched two (2) new service offerings which generated over \$150M in annual revenues in its first year, serving Fortune 1000 clients
- Led over half dozen clients through process and IT assessments, continuous improvement, LEAN 5S, digital IT (ERP, MRP II, CMS, BPM, P2P, TMS, WMS) and operational improvement projects, focusing on cost reductions, IT integrations, and more, delivering strategic and operational value within each engagement
- Provided multiple C-Suite clients with strategic process, IT, and operational insights that strengthened the executive decision-making process, increased customer value, reduced operating costs, and streamlined digital IT solutions
- Served as interim COO for an \$800M multinational manufacturing company, reporting directly to the CEO. Enabled continued progress of operational and IT projects while ensuring stability during the interim period
- Sold and led strategic operational and digital IT transformation project for \$76.5B CPG client, improving the online customer experience and internal operations, resulting in 107% increased revenues year over year
- Led the design and implementation of a revitalized sales/revenue strategy and operations project for global \$24B agribusiness client. Implemented new go to market (GTM) strategies, new digital IT technologies (SAP) and streamlined sales and operational processes, which resulted in a 19.7% increase in annual sales and revenues
- Led the business process and IT systems design, configuration and implementation of BPM software for USPACOM
- Selected for Sr. Manager prior to departure

SOFTWARE PACKAGING ASSOCIATES (SPA)

01/04 – 10/04

Director of Technology

THE BOPPY COMPANY

03/02 – 01/04

Director of Operations and Technology

GRANT THORNTON LLP

09/98 – 03/02

Consultant

SKILLS

P&L Management | Sales & Marketing | Sales Strategy and Market Management | Go-To-Market Design & Execution
Sales Operations | Product Development (0-1) | Business & IT Strategy | Value Chain & Strategy SME | Operations
SME | IT / Technology SME | Digital & Business Transformation | Continuous Process Improvement | Logistics |
Cross-Functional SME | Supply Chain | Manufacturing Process Improvement | CX & Customer Journey | Finance
M&A | Key Account Management | Data Analytics | Team Leadership & Mentoring | SAP | Salesforce

EDUCATION

1998-2002

Miami University – Oxford

Bachelor's of Science – MIS & Operations Management (*Dean's List*)

CERTIFICATIONS (*not all active*)

*Certified Supply Chain Professional (CSCP) | Project Management Professional (PMP) | Six Sigma Green Belt
Certified Professional Sales Leader (CPSL) | Certified Information Systems Auditor (CISA)*

INDUSTRIES

Agribusiness / AgTech | Biotechnology | Consumer Packaged Goods | Life Sciences | Food & Beverage | High-Tech
Manufacturing | Chemicals | Pharma | Medical Device | Healthcare | Consulting | QSR | 3PL/Logistics | Legal