

Oscar Salehi

Supply Chain Leadership Partner-Enterprise Supply Chain at Gartner

Summary

Mr. Salehi has over 30 years of practical experience & demonstrated expertise in Supply Chain Operations & Strategy, Manufacturing Operations & Execution Systems (MES), Lean & Six Sigma Operations & Strategy, Green Sigma, Lean Product Development (TPS)), Business Process Reengineering, Inventory Management, Change Management, and Program/Project Management with 15 years of experience leading manufacturing and supply chain operations. Mr. Salehi has delivered solutions to a broad range of clients in such industries as Consumer Packaged Goods, Retail, Telecommunications, Financials, Pharmaceuticals, Health/Managed Care, Electronics, Aerospace, Industrial Products and Chemical & Petroleum with an emphasis on supply chain effectiveness, creating robust business processes and cost reduction. Mr. Salehi has a successful track record of goal achievement, innovative thinking, strong leadership and effectiveness in working with C-level executives. Specialties: - Supply Chain Operations/Strategy, lean Sigma Operations/Strategy, Business Transformation, and Change Management. - Program / project management - Certified Six Sigma Master Blackbelt (MBB), APICS, Lean, Lean Product Development (TPS), Malcom Baldrige, and CRM.

Experience

Leadership Partner-Enterprise Supply Chain at Gartner

August 2012 - Present (3 years 5 months)

As a Enterprise Supply Chain Leadership Partner, I worked directly with senior supply chain executives (VP, SVP, CSCO) at Fortune 500 companies. Critique client strategies, guide clients in building their organizations, and assist in developing supply chain strategies, establishing priorities, and planning for implementation around key supply chain initiatives. Manage business growth by helping sales position & differentiate services, and win deals. Acts as a liaison into Gartner's supply chain research communities.

Executive Director – Corporate Business Transformation at Lenovo Corporation

October 2010 - July 2012 (1 year 10 months)

Responsible for identifying cross functional transformation opportunities and help drive the transformation and business change management aspects of the strategic IT roadmap.

Dir. Oracle Business Consulting - Supply Chain at Oracle Corporation

June 2009 - October 2010 (1 year 5 months)

Led supply chain strategy, system integration, business transformation (upgrade services strategy & business process reengineering), and change & program management.

AP-Supply Chain/ Lean Sigma at IBM

July 2004 - March 2010 (5 years 9 months)

Target potential Global 1000 clients facing supply chain and Lean Sigma challenges. Responsibilities involved interacting with C-level executives, developing strategy, organizing and managing delivery of projects.

Dir.of Supply Chain at Bristol Myers Squibb

January 2001 - December 2003 (3 years)

Directed and managed day-to-day activities of the Global Supply Chain organization. Areas of responsibility included: manufacturing, sales and distribution, customer service, and research & development.

Principal-E-Business / Supply Chain at IBM

June 1998 - January 2001 (2 years 8 months)

Targeted potential Global 1000 clients facing supply chain and e-business challenges. Responsibilities involved interacting with C-level executives, developing strategy, organizing and managing delivery teams to work on projects.

Dir. Supply Chain Systems / Operations at Sara Lee Branded Apparel

February 1996 - October 1998 (2 years 9 months)

Directed and managed day-to-day activities of the Supply Chain organization.

Several at Eastman Kodak

February 1985 - January 1996 (11 years)

Skills & Expertise

Six Sigma

Cross-functional Team Leadership

Strategy

Business Process

Business Transformation

CRM

Change Management

Leadership

Lean Manufacturing

Management

Process Improvement

Program Management

Supply Chain

Supply Chain Management

Management Consulting

Education

Rochester Institute of Technology

MBA, Operations/Manufacturing Management and International Business, 1997 - 2003

University of Missouri-Columbia

Master Degree, Industrial Engineering, Operations Research and Supply Chain Logistics, 1982 - 1984

University of Missouri-Columbia

B.S., Industrial Engineering and Applied Statistics, 1978 - 1982

Interests

Teaching, Watching European Soccer Games.

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5 people have recommended Oscar

"I have known Oscar for over 5 years. I would highly recommend him for any leadership position as he is sure to have a quick impact. My first interaction with him was at a large telecommunication company. Oscar's expertise in supply chain and strategy was instrumental in satisfying the needs of a very demanding client. Since then I have seen him operate in a number of settings – each time producing success in environments normally destined for failure. His client relationship, leadership, and communication skills are very strong. In sum I would consider Oscar to be key asset for any organization."

— **Adish S.**, worked directly with Oscar at Oracle Corporation

"I have worked with Oscar for over two years at IBM Global Business Services. He has been an invaluable sounding board and advisor on managing Lean Sigma strategy engagements, as well as client and personnel issues. In teaching Lean Sigma classes together, students greatly valued his ability to articulate his significant Lean Sigma, operations and supply chain management experience that added value to the base course content - he is an excellent teacher. His leadership and commitment to quality is exemplary; when we discussed the gap in our client offerings in the area of Lean Development, others may have just talked - Oscar took action. We developed a skill development plan, took necessary training, then began developing training materials, client marketing materials and engagement plan. It was a pleasure to collaborate with him on this effort."

— **Dan S.**, worked indirectly for Oscar at IBM

"An instinct for tactical and strategic process improvement is a personal quality that takes more than an academic degree and technical certificate. It is a quality that can only be found in a seasoned professional with a long and successful experiential track record, who also demonstrates that he takes time to listen and understand relevant stakeholder needs and concerns. It continues to be my great pleasure and good fortune to learn how to meld both the art and science of Six Sigma from Oscar – a respected colleague and consummate professional."

— **John S.**, worked directly with Oscar at IBM

"Many times I have witnessed Oscar's superior facilitation skills as a Master of the Sigma process. He brings the best out of his teams and raises their productivity levels above expectations. He is a charismatic,

polished, and inspiring communicator able to handle the most challenging of projects any organization can summon. Oscar is an improvement catalyst I look forward to working with in the future."

— **Daniel N.**, was Oscar's client

"The training was a spectacular event that caught the interest of not only the lean-believers but also the skeptics. I always review what has been presented and use the clues from it during the lean journey. Thank you Oscar."

— **Dogan S.**, was Oscar's client

[Contact Oscar on LinkedIn](#)