

John Neilsen

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Vice President of Supply Chain

End-to-End Supply Chain Strategy | CPG & Food Industry Expert | Growth & Operational Excellence

Proven supply chain executive with 15+ years of success leading end-to-end operations in the food and CPG sectors. Deep expertise across demand/supply planning, logistics, warehousing, distribution, procurement, and inventory management. Trusted partner to executive and commercial teams, delivering \$20M+ in cumulative cost savings while scaling infrastructure to support multimillion-dollar portfolios. Adept at transforming supply networks, optimizing service levels, and leading cross-functional teams through complexity and growth.

Expertise includes:

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|---|------------------------------------|
| – End-to-End Supply Chain Strategy | – Cost Reduction & Risk Mitigation |
| – Demand & Supply Planning | – Inventory Optimization |
| – Logistics, Warehousing & Transportation | – Procurement & Sourcing |
| – Vendor Management & Negotiation | – Continuous Improvement |

Professional Experience

THE HAIN CELESTIAL GROUP, Remote

2019 - 2025

Director, Supply Chain Business Lead (2023 - 2025)

- Led global supply chain strategy for \$120M personal care portfolio including forecasting, supply planning, logistics, procurement, and distribution across North America and international markets.
- Delivered \$16M in cost savings via sourcing and manufacturing consolidation; optimized production schedules and supplier network to reduce working capital and risk.
- Implemented integrated planning processes and master schedules aligned with sales, finance, and regulatory functions to improve forecast accuracy and customer service.
- Oversaw warehouse network optimization and inbound/outbound freight strategy in partnership with 3PL providers.
- Directed cross-border inventory flow, transportation planning, and fulfillment strategy for B2B and retail customers.
- Partnered with global and regional teams to support innovation launches and portfolio transitions.

Senior Manager, Customer Supply Chain (2019 - 2023)

- Owned customer supply chain execution for major food and mass retailers across North America, improving OTIF by 20% through tighter forecast alignment, inventory controls, and logistics collaboration.
- Managed logistics network optimization and freight planning for refrigerated and ambient categories.
- Reduced excess inventory by \$2M+ annually through enhanced forecasting, warehouse planning, and vendor scheduling.
- Coordinated cross-functional initiatives with Quality, Operations, and Commercial teams to improve S&OP execution and capacity planning.

UNFI, Commerce, CA

2014 - 2019

Product Development Manager / Category Manager

- Directed procurement and inventory planning for a \$250M health & wellness product portfolio with 150+ suppliers and 10K+ SKUs.
- Negotiated supplier agreements yielding \$2M+ in annual savings; managed sourcing, cost control, and vendor compliance.
- Consolidated sourcing and warehouse footprint, driving a 60% reduction in overhead and a 34% increase in category revenue.
- Partnered with transportation and logistics teams to streamline inbound and outbound freight strategy.

Additional Experience

US FOODS INC., La Mirada, CA

Senior Buyer

Managed \$750M revenue, developing category sourcing strategies and supplier management processes.

ALBERTSONS INC., Fullerton, CA

Buyer

Led sourcing for \$1.5B beverage, frozen, and bakery portfolio with a focus on vendor contract compliance and operational risk mitigation.

Warehouse Operations Manager

Oversaw 100+ unionized warehouse associates, ensuring compliance with operational, safety, and quality standards.

Education

Bachelor of Science (BS), Management and Operations Management, California State University, Long Beach, CA

Technical Skills

Microsoft (MS) 365 (Word, Excel, PowerPoint, Outlook) | Power BI | Nielsen IRI SPINS | Blue Yonder (JDA)

Material Requirement Planning (MRP) and Enterprise Resource Planning (ERP) Systems

Honors

Eagle Scout