

John Neilsen

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Director of Supply Chain

End-to-End Supply Chain Strategy | Cross-Functional Leadership | Operational Excellence

Results-driven supply chain leader with 15+ years of experience directing large-scale operations across demand planning, supply planning, forecasting, procurement, logistics, inventory, and fulfillment within CPG and food industries. Proven ability to optimize supply chain efficiency, reduce costs, and drive transformation through continuous improvement and strategic sourcing. Adept at managing supplier relationships, leveraging data analytics, and building high-performing teams that execute with precision.

Expertise includes:

- **Supply Chain Strategy**
- **Demand & Supply Planning**
- **Cross-Functional Collaboration**
- **Vendor Management & Negotiation**
- **Cost Reduction & Risk Mitigation**
- **Inventory Optimization**
- **Procurement & Sourcing**
- **Continuous Improvement**

Professional Experience

THE HAIN CELESTIAL GROUP, Remote

2019 - 2025

Director, Supply Chain Business Lead (2023 - 2025)

- Directed end-to-end demand and supply planning, sourcing, and operational execution for a \$120M personal care portfolio.
- Achieved \$16M in cost savings through a multi-year sourcing and manufacturing consolidation project, mitigating significant supply risks and optimizing vendor performance.
- Partnered cross-functionally with Commercial, Regulatory, Quality, and Finance teams to optimize supply plans for new product launches, regulatory changes, and portfolio lifecycle management.
- Implemented master planning and risk mitigation frameworks, improving supply resilience and delivering \$6M in productivity savings.
- Mentored and developed supply chain team members, promoting cross-training to build bench strength.

Senior Manager, Customer Supply Chain (2019 - 2023)

- Led cross-functional strategic initiatives, delivering \$2M+ in annual supply chain savings through innovative procurement, forecasting, and supply planning optimization.
- Drove supply alignment initiatives to ensure timely product availability for new customer launches, coordinating closely with internal teams across Operations, Quality, and Regulatory Affairs.
- Enhanced inventory management and supplier collaboration, resulting in a 20% improvement in on-time deliveries (OTIF) at key distribution partners.

UNFI, Commerce, CA

2014 - 2019

Product Development Manager / Category Manager

- Directed team of 5 buyers, ensuring efficient procurement, inventory oversight, and management of 10K+ SKUs, with \$250M in revenue in Home, Beauty, and Wellness category.
- Negotiated supplier agreements with 150+ vendors, achieving \$2M in cost savings while ensuring service level and compliance performance.
- Consolidated warehousing footprint and streamlined category and sourcing operations, cutting overhead by 60% and boosting sales by 34%.
- Led supply lifecycle management, including new product introductions and supplier transitions.

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