

## TIM COOPER

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### CAREER SUMMARY

Tim is a senior executive with multi-faceted expertise and a progressive management track record. Highly skilled in collaborative management with a focus on facilitating strategic planning processes, Tim is a leader with a successful history of creating new positions and departments, as well as directing enterprise-level initiatives. Founding the Consulting Garage illustrates his entrepreneurial drive.

Key competencies and skills include:

Business Management	Advocacy	Meeting Facilitation
Supply Chain Management & Strategic Sourcing	Negotiation	Expense Reduction
Inventory Control & Management	Coordination	Marketing
Analysis & Evaluation	Strategic Thinking	Revenue Generation
Leading Initiatives	Forecasting	Staff development
Strategic and Financial Planning	Innovation	Client and Vendor Relations

### PROFESSIONAL EXPERIENCE

#### **THE CONSULTING GARAGE, La Mesa, CA** **Founder and Principal**

2008 - Present

- Founded business consulting services company to work with clients to find opportunities and solve business problems
- Successfully completed all projects to date, with client recommendations and referrals.

#### **HARCOURT TRADE PUBLISHERS, San Diego, CA** **Senior Vice President, Strategy and Business Development**

2007 - 2008

- Achieved above budget results during 2007 by leading a successful executive strategy program that resulted in clear, prioritized business initiatives aimed at generating revenue.
- Negotiated favorable agreements with Amazon.com, Sony, Microsoft, Google, and a distribution agreement with Full Cast Audio that provided a foundation for publishing content on multiple platforms
- Directed a high priority initiative to increase return on marketing investment and accelerate digital marketing activities while reinforcing functional ownership and accountability. Prioritized spending helped drive positive revenue results and a focus on internet marketing sparked new approach author's role in the process

#### **HARCOURT TRADE PUBLISHERS, San Diego, CA** **Vice President, Director of Strategic Operations**

1998 - 2006

- Instituted an annual strategic planning process for the unit's executive team, creating prioritized improvement initiatives for the organization. Clear communication of goals and executive alignment around priorities drove new levels of profitability for the organization
- Created an information management department that successfully selected, installed, and implemented a title management system. Eliminated more than 40 databases,

streamlined the publishing process, and captured accurate bibliographic metadata. As a result, company was the first to score and consistently maintain 100 on Barnes & Noble's monthly vendor metadata reports

- Drove inventory effectiveness and supply chain improvements by instituting processes and controls with measurements. Reduced inventory by half while steadily increasing in-stock and fill rates. Cut average lead times from suppliers by 50%, and instituted standards and measurements to monitor compliance

**HARCOURT EDUCATION, Global Supply Chain Group, San Diego, CA** 2002 - 2006  
**Corporate Director of Manufacturing, Operations, and Supply**

- Directed strategic sourcing projects that established preferred suppliers in all major product categories, contributing savings of over \$20 million
- Oversaw a successful emergency short-term supply chain improvement project deemed critical for a \$200+ million business. Implemented strategy, process, policy, staffing, and training improvements that restored customer satisfaction and fill rates, controlled inventory, and improved internal and external collaboration across business units
- Chaired a Reed Elsevier (multiple major businesses) committee that established a digital print supplier base for books in North America. Created a spend of over \$1 million in the first year and recurring inventory savings of \$500+k annually

**HARCOURT BRACE & COMPANY, San Diego, CA, Director of Inventory and Reprints**

- Created a new department and instituted processes and controls for inventory planning, inventory control, and reprint pre-press, production, and manufacturing
- Reduced inventory holdings by 50% while service improved and sales increased. Recognized for achievements receiving President's Circle of Excellence award

**BAKER & TAYLOR BOOKS, Bridgewater, NJ, Directory of Inventory Management**

- Directed inventory management activities of a 40+ person staff, with over 1.5 million units per month in multiple warehouse locations
- Reduced inventory holdings while exceeding service level goals
- Became Project Team Director for selection, installation, and implementation of new inventory management/purchasing software (E3) and development of the product and vendor master files in new order fulfillment software
- Played a key role in restructuring and centralizing merchandising staff

**GORDON'S BOOKS, Denver, CO, Director of Buying**

- Led merchandising and inventory management activities for a leading regional book wholesaler.
- Effectively fueled the company's rapid growth in a highly competitive space

**EDUCATION**

Master of Arts, Organizational Management, University of Phoenix, San Diego, CA  
Bachelors of Arts, Philosophy, Wheaton College, Wheaton, IL

**PROFESSIONAL DEVELOPMENT**

- Harvard Business School Executive Education, Strategic Leadership
- MIT/Sloan School of Management, Supply Chain Strategy & Management
- Saint Louis U/John Cook School of Business, Lean Logistics Certificate
- Speaker, "The Long Tail & the Future of Distribution," Book Business Conference
- University of Texas at Austin, Using the Balanced Scorecard
- Hammer and Company, Transforming the Supply Chain