

KREG W. KEESEE

SUMMARY

- Strategic Planning
- General Management/Business Leadership
- Financial Planning and Analysis
- Business Process Improvement
- IT Strategy/Governance
- Shared Services/Business Process Outsourcing
- Program/Change Management
- Supply Chain Management

PROFESSIONAL EXPERIENCE

Sun Chemical Corporation

1998-Present

The world's leading manufacturer of printing ink and organic pigment with operations throughout Europe and the Americas that deliver revenue in excess of \$3 billion annually.

Vice President – Graphic Services (Cincinnati, Ohio)

2012 - Present

General Manager for the high-margin pre-press/flexographic printing plate division.

- Responsible for establishing Sun Branding Solutions in North America to assist brand owners in the packaging launch process, integrating all aspects of a brand's product packaging from conception to launch.
- Leveraged existing relationships with Printers and Brand Owners to drive 100% sales growth over 2 years by utilizing industry leading products and service.
- Implemented strategic selling process to focus sales force on growth opportunities
- Led the investment to in two manufacturing facilities (Concord, CA and Maumee, OH) to create foundation to meet the demand for high-definition printing plates and advanced color management
- Re-engineered accounting and business scorecard to increase visibility and improve business decisions.
- Implementing Sales & Operations Planning process to ensure the capability to meet increasing demand

Vice President, Business Operations (Cincinnati, Ohio)

2011 - 2012

Responsible for leading all the major process, productivity and service initiatives for \$800 million Ink Division and to drive the various support functions (Supply Chain, Shared Services, Corporate Finance) in order to implement improvements to return division to profitability (\$15 million increase in operating income).

- Drove 5% sales growth by focusing on key markets where we have strong products and available share.
- Centralized pricing management to eliminate negative margin transactions and focus on value selling.
- Aligned Customer expectations and Supply Chain capabilities to improve customer satisfaction, more efficient manufacturing and reduced overtime, expedited freight costs and claims.
- Decreased costs by reducing layers, benchmarking costs and targeted reductions in declining businesses.
- Chair of Corporate Information Technology Steering Committee

Chief Information Officer (Cincinnati, Ohio)

2008 - 2011

Responsible for leading the IT function (people, processes, applications and infrastructure) and strategy in support of the global operations of Sun Chemical. Instituted a four-year plan to reduce spending by 30%

- Created an IT Steering Committee and Process Owner Councils to align IT the goals of the corporation.
- Creation of IT shared services with the associated governance, SLAs and cost allocation methodologies.
- Developed and delivered against the plan for automated controls in support of audit/J-SOX certification.
- Introduced Business Intelligence functionality to drive improved analytics in sales, pricing and procurement
- Management of the 300 Information Technology professionals (65% external) driving value in our business.

Vice President – Global Business Transformation (Cincinnati, Ohio)

2004 - 2008

Program Lead responsible for the creation of a global administrative shared services program and the on-budget implementation of a global SAP system. The project is delivering \$50 million in annual benefits.

- Successfully implemented SAP and related processes in 23 countries for 9000 employees in 350 locations.
- Led a team in the design/build of a global SAP system supporting Order to Cash, Plan to Fulfill, Procure to Pay, Plan to Report (Team Lead), Global Treasury Management and Hire to Retire business processes.
- Creation/Leadership of 300 person Sun Business Services (SBS) organization and the supporting processes for this shared service operation -- customer care, transactional finance, purchasing services and master data.
- Negotiated multi-million incentive programs from City of Cincinnati and State of Ohio.

Vice President – Global Supply Chain (Chicago, Illinois) 1999-2003
 Responsible for the creation of a supply chain function to improve customer fulfillment. Managed \$100 million in distribution spend, \$500 million in inventory and the \$300 million internal pigment business.

- 80% improvement in Pigment division profitability through sales growth and cost reductions.
- Improved on-time delivery from 80 to 92% by implementing a Sales & Operations Planning process
- Led congressional lobbying effort to defeat a competitor's Foreign Trade Zone request
- Member of the Corporate Leadership Team, Six Sigma Steering Team and Capital Projects Committee
- Implemented an e-procurement system for indirect goods and travel & entertainment expense management.
- Delivered 20% inventory and 15% distribution expense reductions while improving customer service.

Assistant to the President, Sun Chemical Corporation (Fort Lee, New Jersey) 1998-1999
 Advisor/Project Manager for the President/CEO on strategic, financial and organizational planning issues.

- Coordinated annual budgeting and strategic planning process
- Managed the acquisition and on-budget integration of a \$60 million, 250-employee printing ink competitor.

The Procter and Gamble Company, Cincinnati, Ohio 1992-1998
\$60 billion Global Consumer Products Company. Brands include Tide, Pampers, Folgers, and Pantene.

Manager, Cost & Capital Analysis - Food & Beverage Sector 1997-1998
 Responsible for forecasting and analysis of \$3 billion in sector purchases, manufacturing expenses, as well as the accounting and analysis for \$400 million in capital programs. Created the Sector Product Supply plan to save \$150 million in costs and led Finance portion of the business' MRP II implementation.

Manager, Worldwide Strategic Planning - Juice Products 1996-1997
 Worked with marketing team to develop a global vision for Juice Products. The strategy was based upon value of opportunities, "Success Models", and ability to create sustainable competitive advantages. Gained approval from CEO/Operating Committee for expansion in Europe and the Caribbean.

Manager, Financial Analysis – Juice Products/Sunny Delight 1994-1996
 Member of the Brand Team managing this \$400 million business. Responsibilities included forecasting, budgeting, and strategic planning and analysis of product introductions, acquisitions, and marketing strategies.

Project Finance Manager – Folger's Coffee (New Orleans, Louisiana) 1992-1993
 Finance leader on a project to convert the Public Grain elevator to process green coffee. Re-engineered the logistics/inventory management processes to reduce inventory by \$20 million and freight costs by 30%.

Intel Corporation, Santa Clara, CA Finance & Planning Intern Summer 1991

Michigan National Bank, Detroit, MI Assistant Vice President/Commercial Lending 1987-1990

RELATED ACTIVITIES

- Member, Alumni Board of Governors, University of Michigan Ross School of Business
- Member Board of Creditors, Netdryers, LLC

EDUCATION

THE UNIVERSITY OF MICHIGAN
School of Business Administration

Ann Arbor, MI

Master of Business Administration (Finance & Accounting), May 1992

- Director of Finance/Fundraising for National Champion Michigan Solar Car Team

School of Literature, Arts, & Science

Bachelor of Arts in Economics May 1987

-Manager, Michigan Telefund, 1986-1987

-Political Risk Intern, Lloyds of London in London, England