

Stephen Boney, friend of John Jacko, Global Commercial Executive with additional experience in Manufacturing Operations and Supply Chain/Procurement. Seeking a global B2B commercial leadership role.

**KRTM Consulting - Nashville, TN**

**Owner/Principal**

Business development consulting helped client's division reach 150% of their 2012 plan by the end of Q3, and build the foundation for a significant portion of their 2013 plan.

**Knicava - Nashville, TN**

**COO & Co-Founder**

Co-founded and commercially launched this retail products business in 2010 to the full Sherwin-Williams distribution & retail network. Continued growth at 40% - 50% annually.

**Allegheny Technologies, Inc. - Nashville, TN**

**V.P. Operations**

P&L accountability, with significant sales & marketing strategic focus for this \$300M tungsten materials & cutting tools business consisting of ten global operating locations and approximately 250 global sales and marketing team members.

- Restructured the business during the '09 recession, with an annualized impact of >\$30M;
- Developed and deployed a new target market commercial strategy:
  - 2010 Sales plan +18% to 2009 actual;
  - Q1 2010 order book +23% to 2009 actual.
- Won \$30M+, six-year supply contract with a global oil and gas equipment manufacturer.
  - Increased customer share 250%
- Generated \$12.2.M cash from operations in 2009. Reduced DSO from 51 to 41 days; Increased DPO from 42 – 57 days; cut gross inventories from \$59M to \$47M.

**ALCOA, Inc.**

Ten-years of increasing sales & customer service leadership accountability, including two European commercial leadership roles and merger integration activities:

- Sales Director Europe, Alcoa European Rolled Products, Madrid, Spain;
- Director Customer Service, Alcoa Rolled Products, Davenport, IA;

- UK Sales Manager, Alcoa Rolled & Extruded Products, Worcester, England;
- Field Sales Engineer, Dallas, TX.

Six-years executive procurement/supply chain leadership responsibility, including accountability for \$7B external spend; 80% of Alcoa's total N.A. spend & 60% of global spend.

- Vice President, Sr. Director North American Procurement Operation, Pittsburgh, PA;
- Director Procurement, Alcoa North American Fabricated Products, Chicago, IL.

Eight-years of increasing operations management responsibility at Alcoa's flagship North American rolling facility in Davenport, IA.

- Manufacturing Manager;
- TQM & SPC Production Engineer.

**Pennsylvania State University – B.S. Marketing**