



MICHAEL HUMPHREY

SENIOR EXECUTIVE

CONTACT

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EDUCATION

UNIVERSITY OF AKRON

- MBA International Business

MALONE UNIVERSITY

- BA International Affairs

OHIO STATE UNIVERSITY

- Fisher School of Business -
Six-Sigma Blackbelt

SKILLS

- Project Management
- Team Building & Leadership
- Business Development
- P&L Management
- Change Management
- Financial Planning & Analysis
- Budgeting & Cost Control
- Cash Management
- Operational Excellence
- Sales & Revenue Growth
- Contract Negotiation & Review
- Supply Chain & Logistics
- Strategic Sourcing

PROFILE

Michael Humphrey is a results-driven senior executive with 20+ years of experience leading both, public and private organizations, demonstrating a proven track record of success in managing finance, supply chain, sales and operations with full P&L responsibility. His experience as both a business owner and a key executive in large organizations has equipped him with the resilience and professional stamina to overcome challenges and build cohesive, goal-oriented teams. Known for his ability to resolve complex challenges, Michael has consistently delivered process improvements, bottom-line gains, and a competitive edge for the organizations he has led.

BIOGRAPHY

As Executive Vice President of Operations/COO, Michael has been the face of major steel production and cold finishing plants across the Mid-West, and Canada. He has developed and executed comprehensive monthly operations business plans, collaborating with finance, sales, supply chain, and manufacturing teams to meet customer demand requirements while optimizing inventory levels and staffing. His strategic leadership has been instrumental in managing the order-to-cash cycle, ensuring a short DSO, and achieving cash conversion cycles that align with organizational EBITDA and cash goals.

Michael's expertise extends to forging strong customer and supplier relationships. Throughout his career, Michael has demonstrated proficiency in streamlining operations, leveraging data analytics, and formulating strategies that enhance value creation. His leadership has been instrumental in maximizing revenue growth, identifying cost-effective sourcing solutions, and driving tactical development in distribution networks. His initiatives have included plant consolidations and the reactivation of idled facilities to enhance operational efficiencies, which included budgets exceeding \$500mm.

Michael's forward-thinking leadership is complemented by a strategic vision for building and guiding cross-functional teams. He is adept at promoting professional development and optimizing business performance through strong communication, decision-making, and negotiation skills. He has cultivated robust relationships with customers and key business leaders, ensuring the successful execution of strategic initiatives.

Michael holds an MBA in International Business from the University of Akron and is a certified Six Sigma Black Belt, having earned his credentials from The Ohio State University and Goodyear Tire and Rubber Company. He also brings a wealth of consulting experience earned from his tenure at KPMG, LLP and as an Independent, where he specializes in sale & operations planning, supply chain finance, and operations risk management.