

**Kelvin E. Berry**

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**MANAGEMENT/OPERATIONS/AUTOMATION/LOGISTICS**

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**Career Summary** Over 13 years of business to business strategic planning, global purchasing, customer service, distribution and project management for multi-national, large volume, world-class automotive, tubing, cable and polymer compounding manufacturing firms. Self-employed eight years as manufacturer's representative for Taiwanese, German and U.S. specialty polymer compounders servicing the U.S. polymer processing industry. Extensive travel to Canada, Europe and Asia (Korea, Japan and Taiwan) supply chain development. Proven record of achievement with each career advancement.

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**Professional Experience**

*2000 to Present:* **Executive Director, Antioch Baptist Church** **Cleveland, OH**  
Direct day-to-day administration of 1,500 member church and separate not-for-profit community development corporation. Supervise 35 full/part-time employees, budgeting, project, site and payroll management.

*1991 to 1999:* **Founder & C.E.O., Worldsource Marketing** **Euclid, OH**  
Independent marketing representative for U.S., German, Taiwanese custom formulators/compounders of chemical and additive compounds. Developed U.S. presence and sales from zero to \$10 million annually.

*1989 to 1990:* **Business Development Manager, Furon Company** **Aurora, OH**  
Created/implemented strategic marketing and sales plan for Greenfield custom polymer formulation and compounding business.

*1986 to 1988:* **Group Supply Chain Manager, Eaton Corporation** **Aurora, OH**  
Managed staff of 42. Responsibilities included call center, materials planning, supply chain, and distribution for \$80 million synflex hose, tubing and connector, and dekeron signal cable product lines.

*1983 to 1985:* **Division Supply Chain Manager, Eaton Corporation** **Aurora, OH**  
Managed staff of six to administer supply chain relationships with 50 tier I and II suppliers totaling \$25 million in raw materials and capital goods for dekeron signal cable product line.

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*1990 to 1982:* **Division Supply Chain Supervisor, Eaton Corporation** **Battle Creek, MI**  
Managed staff of three to administer supply chain relationships with 29 tier I and II suppliers totaling \$42 million in specialty steel bar and precious metal welding electrodes. To support forged steel automotive engine valves manufactured at three U.S. locations.

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*1978 to 1980:* **Corporate Intern, Eaton Corporation WHQ** **Cleveland, OH**  
**TEXT.**

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## Education

*Academic:* **BACHELOR OF SCIENCE DEGREE, June 1977**  
**Business Administration**

- *Bowling Green State University*, Bowling Green, Ohio  
Specialized in Marketing Management

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*Professional:* **MASTER'S DEGREE, In Process**  
**Practical Theology**

- *Ashland Theological Seminary*, Ashland, Ohio  
Coursework towards degree in process

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### **EXECUTIVE TRAINING PROGRAM, October 1990**

- *University of Michigan*, Ann Arbor, Michigan  
Strategic Marketing

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## Professional Skills

- Supervision and payroll administration
  - Effective leadership, coaching and facilitation
  - Cross-function general management – people and processes
  - Contract, lease and consignment negotiation
  - Business strategic planning
  - Business market segmentation planning
  - Organizational planning and development
  - Supply chain, operations and materials planning
  - Supply chain continuous improvement programs (3-Sigma, Malcom Baldrige)
  - Strong oral and written communication
  - Personal computer, email and internet
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