

Hui Jiang

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An accomplished, high-energy executive with over two decades of experience at leading global industrial companies in various executive management roles. A seasoned professional with a track record of success knows how to drive strategic priorities and analytical efforts while collaborating effectively across the C-Suite, Board of Directors, all stakeholders, and levels.

- Analytics and Modeling
- Strategic Planning and Collaboration
- Business Development
- Global Economic Analysis
- Competitive Intelligence
- Market Research & analysis
- Engagement Champion
- Women Leadership @ Work
- B2B and B2C

AWARDS AND CERTIFICATES

A four-time winner of US annual economic forecast from Chicago Federal Reserve since 2016

#LOVEFORLEARNING LEGEND in Kohler, 2021

A five-time winner of trucking industry forecast for the AMRC association, 2010 – 2014

HAVI Global President Award, 2002

Certificates

- Accelerated Management – Yale School of Management
- Machine Learning and Data Science for Economists – NABE

EXPERIENCE

Kohler Co.

2014 - present

The Kohler Co. is a \$10B private manufacturing company operating in over 30 countries worldwide. A market leader in kitchen and bath plumbing fixtures & faucets, furniture & tiles, engines & generators, and golf & resort.

Director, Economic and Market Analytics, Kohler, WI, 2014 - present

- A thought leader of the economic, industry and competitive trends to regularly update C-suite and BOD
- Spearheading high-priority projects in business development (M&A), risk management, B2C and B2B strategic implementation to achieve 8%+ CAGR growth over the past 8 years
- Leading the cross-functional and cross-business collaborations to develop the annual strategic plan for continuous market share gains as the #1 plumbing manufacturer
- Partnered with BCG consulting and collaborated with data scientists on Actionable Intelligence dashboards (AIR) to improve global business efficiency and ROI
- Overseeing market research projects in the triangulation of data acquisition, unlocking market potential, tracking of market share, selection of analytical/BI tools, and optimization of research methodologies
- An executive sponsor of Women @ Work, establishing the first *Women In Finance* Chapter in Kohler

External Leadership Roles

Steering Committee of Harvard Joint Center for Housing Studies(JCHS), 2014 – present

Chicago Federal Reserve Industrial Roundtable Member, 2007 - present

Board Member of Home Improvement Research Institute (HIRI), 2016 – 2019

Member of the prestige Sheboygan Economic Club, 2014 - present

Forecast Committee of Outdoor Power Equipment Institute (OPEI), 2014 – present

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Navistar

2007 - 2014

Navistar is a Fortune 500 company that designs and manufactures Class 4 through 8 trucks and buses, and diesel engines. It operates the industry's largest service network of more than 1,000 dealers across North America and South America.

Director, Business Economics, Analytics & Strategy, Lisle, IL, 2001-2014

- Reported to VP of Strategy and Planning and supported C-suite and BOD in strategic formation, competitive analysis, megatrend identification, and corporate vision articulation
- Collaborated with the M&A team to accelerate the \$500M growth opportunities through mergers and acquisitions, partnerships, and JV
- Managed over \$1.5M budget and achieved a 20% cost reduction through contract negotiations
- Expanded the market analysis to support decision-making and go-to-market strategies for multiple Navistar portfolio brands and digital transformation
- Forged the alignment for the cross-functional projects among Sales&Marketing, Procurement, Investor Relations, FP&A, Manufacturing, and Communication groups

Market Analysis Manager, Lisle, IL, 2007 – 2011

- Integrated competitive intelligence, brand & segmentation study, VOC, CRM and BI in branding and product positioning analysis
- Supported digital marketing to understand consumer demand and improve the sales funnel
- Led the improvement of Lean Order and Delivery, supply chain optimization, and just-in-time shipment
- Supported M&A activities of over \$150M assets, such as Monaco, Continental, and EZ Pack

HAVI Global

2000 – 2007

HAVI is a global supply chain management firm with over 10,000 employees that serve 300+ customer brands.

Team Lead and Forecast Modeler, HAVI Global, Downers Grove, IL, 2000 - 2007

- Led a team of SAS developers to win McDonald's demand forecast business in Australia
- Annual savings of \$20 million through high forecast accuracies (<4% MAPE) with 8-month lead time
- Developed a full-scale data modeling and automation S&OP reports for McDonald's in China
- Participated in the supply chain integration, production allocation, and inventory management projects for over 100 McDonald's promotions in the US, Canada, China, Japan, Australia and Brazil markets

EDUCATION

Master of Science in Statistics, University of Toledo

Master of Arts in Economics, University of Toledo

Bachelor of Arts in Finance and Management, Fudan University, China

INVOLVEMENTS

Adjunct Faculty of Business School, Benedictine University, Lisle, IL, 2007 – 2013

Treasurer of Sheboygan Area Youth Symphony | Educator of Junior Achievement

Volunteers at Hunger Task Force | Enjoys reading, travel, hiking, and swimming