

Experience

Upside Financing

2021-2022

Co-Founder, CFO/COO

Upside provides short-term working capital facilities in a digitally native and ERP-embedded mode. Led Upside from inception through acquisition, responsible for product and technology roadmap, debt facility negotiations and general corporate strategies, while building world-class team and culture

- Launched with \$40M Seed round, building into a \$100M debt facility and \$70M Series A; growing the company to over \$5M in annualized revenue. Acquired wholly and with team intact by competition.

Nike, Inc.

2014-2021

CFO: Air Manufacturing and Innovation (AirMI) Division

2018-2021

Full P&L responsibility for \$500M domestic manufacturing division of Nike Inc; making critical, proprietary components supporting over \$10B of Nike Inc finished goods revenue.

- Kicked off and led divisional effort to re-focus 5-year strategy, redefining top level goals/metrics and driving fundamental changes across the business, from floor operations to int'l manufacturing network and ERP technology roadmap
- Interim leader of Planning, Supply Chain/Logistics in addition to Finance duties. Developed and led execution of integrated Supply Chain strategy, aligning with Nike's top-level cost and speed-to-market goals
- Developed and led changes to inventory strategy and execution to maximize service level and minimize carrying costs
- Drove fundamental changes to pricing/costing methodology to more accurately reflect overhead and labor costs of manufacturing. Implemented contemporary costing methodology at launch of Vietnam facility expansion

Senior Director, End-to-End Value Chain Procurement

2014-2018

Started and led global team focusing on developing global contracts, pricing, service and quality terms for automation equipment, innovation, supply chain and in-house manufacturing. Delivered > \$1B of savings over 5 year horizon. Concepted and created material Purchasing team. Oversaw annual spend of \$4.5B, team of 30.

- Developed and lead initiative creating a materials buying platform, driving up to \$250M in material rate savings. Effectively leveraging company's knowledge across Technology, Tax, Trade and Finance to execute
- Developed strategy to create mega-market manufacturing material supply base for North America footwear manufacturing. Achieved material cost and quality parity to Asia supply base with 50% lead time reduction
- Started and led Innovation Material procurement group, executing commercialization agreements 2-5 years ahead of go-to-market, driving favorable price, IP ownership and terms while accelerating innovation go-to-market speed
- Developed and led rotational program for entry-level talent, creating a fast track to manager for high-potential talent. Developed trainings, curriculum and led recruitment effort.

PepsiCo International, Frito-Lay

2005 - 2014

PepsiCo Sr. Manager – Global CoE, Capital Programs

Somers, NY

2011-2014

General Manager for foods capital programs, focused on processing strategy in Asia, Middle East and Africa., responsible for driving contract negotiations, cost, quality and equipment development. Annual spend >\$400MM.

- Initiated and led multiple global cross functional projects to improve cost and lead time on existing projects, while commercializing new production technology, resulting in \$47M YOY savings and improved working capital
- Coordinated with international operations & marketing team to penetrate new markets through capital programs and unique production/supplier processes, resulting in \$200MM incremental sales

Frito-Lay Industry Manager – Ingredients, Chemicals

Plano, TX

2010-2011

Responsible for procurement, cost, quality, and uninterrupted supply of \$100MM of ingredients and chemicals, while leading productivity and formulation projects across cross-functional teams.

- Formed and led internal cross-functional team to optimize product formulations and overhaul source base resulting in YOY cost reductions of \$3M+ while improving quality and consistency
- Worked closely with corporate M&A team to identify sourcing advantages in multiple corporate acquisitions, resulting in incremental \$25MM in annual sales and expanded market penetration programs

Eric R. Boudreaux

Frito-Lay Industry Manager - Contract Manufacturing	Plano, TX	2008-2010
<i>General Manager for Contract Manufacturing partnerships leading cost, quality, service, growth, productivity and supply chain improvements for 6 business with \$400M+ annual spend, driving \$8M+ annually in YOY productivity.</i>		
<ul style="list-style-type: none">• Negotiated multiple contract agreements with partner companies maintaining long-term strategic alliances to secure advantaged pricing, exclusivity, capacity and maximize productivity• Created product extensions, branding and sales initiatives while developing national supply chain for Chester's Puffcorn, increasing sales by 700% within 12 months. Drove >\$100M in incremental sales for other brands• Partnered with Finance to develop make/buy analyses and long-term strategies for 3 business units, saving \$40M over 3 years through supply chain and capital efficiencies• Piloted effort among Co-Packers to initiate Frito-Lay Sustainability and Zero-Waste projects		
Frito-Lay Project Engineer – Corporate R&D	Plano, TX	2006-2008
<i>Led research into removal of carcinogens from food products, receiving 6 process patents, while developing corporate commercialization strategies including driving equipment specifications for \$80M in global manufacturing plant upgrades</i>		
Frito-Lay R&D Pilot Manufacturing Plant, Line Manager	Plano, TX	2005-2006
<i>Production Resource Manager for 2 pilot plant production lines; directing a team of 10 R&D technicians</i>		

Education	Carnegie Mellon University	BS, Chemical Engineering	May 2005	Pittsburgh, PA
	Columbia University	MBA, Strategy and Finance	August 2013	New York, NY