

Ezri “E.M.” Silver

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“Regardless of Personal or Professional - the Passion, the Productivity, and the Profit Come from the Same Person.”

~ GLOBAL SUPPLY CHAIN EXECUTIVE | HAND-ON LEADER | TEAM CULTIVATOR | STRATEGIC SEEKER ~

An impactful, highly skilled C-suite executive who brings extraordinary left and right brain capabilities. A masterful connector who builds strong internal and external communication & execution by promoting collaboration between stakeholders and in-line with business process management transparency. Unwavering commitment to creating a positive, diverse, and inclusive work culture.

SELECTED ACHIEVEMENTS

Business Visibility & Growth Development: Diverse skill set leading to best-in-class effectiveness & efficiency.

Strategic Leader & Supply Chain Efficiency: Enterprise-Wide Operating Income Increase by 5% to 7% year over year.

Technically Progressive: Implemented Enterprise-Wide disaster recovery solution. Utilizing best in class BPM to ERP practices.

Financially Agile & Fluent: CFO/COO-equivalent. Create “performance trace to P&L” impact visibility at the functional unit level.

Career Work Experience

THE INTEGRITUS GROUP (New York, NY)

(August 2021 – Present)

(Regulatory Compliance Services and Loss Prevention Solutions for the Pharma, Cannabis, & Retail Industries.)

President

- *Executive Execution:* Leadership and guidance using developed skill sets and unique book of business.
- *Financial Leadership:* Implemented the cash-conversion cycle based on strategic financial planning focused on reoccurring monthly revenue (RMR/MRR).

ST VENTURES GROUP (New York, NY)

(July 2021 – Present)

(To facilitate and produce quality equity as well as meaningful relationships, which preserve and increase brand value.)

Managing Partner, CEO/COO

- *Private Equity & Venture Capital Originators:* Facilitating institutional as well as family office equity growth.
- *Financial Expertise & Diligence:* Primary financial decision visionary enabling best-practice due diligence including strategic financial planning & analysis (FP&A). Private Equity & M&A focused. Networking capital to investments.
- *Scaling & Brand Incubation:* Developing mature brands and product lines B2B and B2C/D2C.

JORDACHE LIMITED / JORDACHE ENTERPRISES (New York, NY)

(January 2003 – December 2021)

(NY-based, Global Real Estate, Aviation, Maritime, CPG Company primarily focused on Fashion & Luxury)

EVP, Operations (Multi-Divisional CFO/COO Equivalent)

- *Leadership & Driver:* Influence & lead global teams across multiple verticals (“business units”). Manage & improve distribution logistics including distribution centers (“DCs”), secondary office locations, and manufacturing facility collaboration. Collaborate on guidance in all aspects – including financial – for monitoring (metrics & KPIs), budgetary process for capital expenditures, product manufacturing, direct, and in-direct spending. Month-beginning & month-ending operations-financial review leader. Direct action-focused follow up by stakeholders.
- *Financial Visionary:* Created & implemented financial reporting, analysis, forecasts, budgets, along with reconciliation of any exceptions or variances within the actual supply chain to the source. Created, built, and maintained effective relationships with major financial institutions.
- *Financial Partnerships & M&A:* Utilizing best practices in all areas from financial to internal system to operations for M&A activity. Create financial models utilizing multiple variables and across multiple business units / divisions.
- *Strategic Initiatives:* Implemented supply chain transparency implementing VICS, UC Council, RFID, and other initiatives. Key decision maker in all areas of operations – from budgeting to execution.
- *Risk & Benefit Management (P&C, Health, et. Al):* Consolidated, Leveraged, sourced, negotiated, and secured all lines of coverage to cover all assets, operations, and stakeholders. Advocated the transition from fully-insured to self-insured health care benefits which resulted in a 20% annual savings. Evaluated captive commercial options.

- *Product Development & Fulfillment:* Instrumental in all aspects of product development lifecycle from origination of raw materials overseas to assembling finish goods to international shipping as well as import. Account for in excess of \$1billion in top-line revenue per annum.
- *Sourcing & Consolidation for Consistency:* Streamlined all facets of Domestic and International Procurement Directives, governing a \$500M+ operating budget, and establishing and monitoring Service Level Agreements (SLAs) to ensure consistency, integrity, accuracy, and quality in product as well as services provided. Leading to overall profit increase on operational accountability across the entire global supply chain process.
- *Cash Flow Control:* Developed and maintained an internal auditing schedule to ensure compliance with company standards and industry best practices.
- *Global Supply Chain:* Created & established company intranet and digitizing in all areas – including financial - as well as streamlined business process management to communicate more rapidly, effectively shortening delivery times globally with increased sell-through of product.
- *Total Revenue & Asset Value Managed in excess of \$6 billion and in excess of 1,500+ in-direct & 70+ direct reports.*
- *Positions & Promotions:* Compliance Department Manager (1/2003 – 6/2006) / Purchase & Procurement Officer (5/2005 – 7/2005) / SVP, Operations & VP, Logistics & Purchasing (7/2005 – 8/2008) / EVP, Operations (2008-2021)

U.S. POLO ASSN. (N. America) a division of Jordache Enterprises (New York, NY) (August 2008 — December 2021)
(NY-based, Apparel Omnichannel CPG Company in B2B, B2C markets in North America)

President & EVP - Retail & E-Commerce N.A.

- *Founding Member:* of retail operations for U.S. Polo Assn. including developing USPolosAssn.com e-commerce for North America. Direct to Consumer (B2C) Omni-channel merchandising & operations for North America (USA & Canada)
- *Real Property Development:* Co-Source, finalize, and approve leasing agreements & budgetary improvements.
- *Global Supply Chain Product Planning, Development & Fulfillment:* Organized & Streamlined cash-to-inventory cycle leading to effective as well as accurate anticipation of demand, new product development, delivery, and minimal on-hand back stock general inventory. Known as “cut to order” management, JIT (Just in Time). Utilized best practices from flow
- *COVID-19 Proactive Response:* Effectively launched and managed full COVID-19 response, reconciliations, and remediation including developing and implementing Disaster Recovery & Business Continuity plans.
- *Total Revenue & Asset Value Managed in excess of \$2 billion and in excess of 1,500+ in-direct & 70+ direct reports.*
- *Positions & Promotions:* EVP, Operations (8/2008 – 6/2019) / Co-President & EVP – Retail & Ecommerce NA (2019 – 2021)

Additional Experiences:

- Intern – U.S. House of Representatives – Rep. Peter Deutsch (FL); Included Congressional Research (CRS), Constituent liaison, and coordinating calls with all branches of government including with the President – via the White House and Air Force One.

Education:

- Bachelor of Science - Business | City University of New York

Core & Technical Skills:

- **Strategic Business Analysis:** Full supply chain and logistical participation. Market insights originator. Tactical Market Planning. Process Redesign and productivity improvement focused.
- **Product Development & Project Management:** Goods & Services, Financial, Real Property, Efficiency, & Timeline.
- **Accounting & Financial:** Commercial, Retail, & Merchant Banking Expertise, Finance / Financing, Budget Management, Forecasting, Business Planning, Inventory Planning, Cost & Trend analysis, Auditing, GAAP & FASB knowledge. Strategic Risk Management.
- **Communication & Culture:** People Management, Leadership, Communication, Interpersonal, Analytical Thinking, Brainstorming, Team Building, Strategic Oversight, & Company Management. Sourcing & Raising Capital, , Global Strategic Alliances, Origination, Cultivation, & Development of Strategic Partnerships. Cross-functioning mindset.
- **Data & Network Management:** Cybersecurity, Disaster Recovery, Third-Party Services, Effective control & monitoring. Database design & planning, Ensuring Data Integrity & Flexibility. Data analytics & modeling using a variety to BI tools & applications.

- **Software:** Microsoft Office Suite (Powerpoint, Word, Excel, Visio, Access), Adobe Creative Suite (Acrobat, Photoshop), All Operating Systems for Desktops & Servers – including IBM OS, Microsoft Windows, & Apple iOS
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Hobbies, Interests, & Lifestyle

- Avid reader of non-fiction, from biographies, to history, to self-development, to science. All topics with the occasional novel. Netflix, Hulu, Amazon Prime.
- Parent Participant in Youth Sports: Have coached Basketball, Track & Field, and Cross Country at a High School Varsity level to Junior High. Volunteered for USA Hockey under SAFE Sport Program.
- Enjoy travelling to warm and remote places where the ambiance and the scenery compliment the company I share with my family. Upstate during the summer and the charm of the mountains as well.