

CHIEF EXECUTIVE OFFICER

HABIBI MAMONE



865-396-8301 | habibimamone@icloud.com | www.linkedin.com/in/habibi-said-mamone-31356269 | <https://habibimamone.net>

In a progressive career in top operations and supply chain leadership roles, Habibi Mamone has delivered substantial cost savings, operational efficiency, and revenue growth. She is known for her strong ability to provide effective solutions to challenges and generate lasting impact on business growth and success. Her passion lies in streamlining operations through process improvements, ERP system implementations, and strong KPIs while leveraging her expertise in procurement, budget control, strategic planning, inventory control, and international business development. Throughout her career, **she has focused on continually improving processes** while driving change, expanding market share, and boosting revenue. Ms. Mamone has an exceptional record of leading teams and building organizations from the ground up.

Ms. Mamone has been recognized with **multiple company and industry awards** for exceptional performance. **Habibi is a collaborative and highly inspirational executive** who has proven to add significant enterprise value. She has successfully orchestrated the PGA Tour Greenbrier Classic Golf Tournament, bringing in \$12M in revenue. Additionally, she has led strategic initiatives to improve operational efficiency, including implementing ERP systems and KPIs, resulting in a 95% improvement in operational efficiency and 60% cost savings.

Habibi's ability to collaborate with cross-functional teams has allowed her **to establish processes to maximize success**. In competitive industries, Ms. Mamone has achieved positive results by providing collaborative team leadership, coaching, and mentoring while inspiring top performance from colleagues. Overall, Ms. Mamone's leadership style has been instrumental in driving organizational growth. Her ability to deliver results through collaboration and innovation **makes Habibi an asset to any team** or company.

Ms. Mamone has extensive industry experience in management consulting, information and document management, consumer services, business services, government, supply chain management (SCM) software, and transportation.

Habibi Mamone is working towards a Doctorate (PhD) degree in Information Science from the University of Tennessee, Knoxville. She also earned her Master of Science (MS) in Information Science and Bachelor of Arts (BA) in Language and World Business with a concentration in Supply Chain from the University of Tennessee, Knoxville. She has completed additional training and certifications in the following areas: Hootsuite, HTML, Google Data Analytics, Google Data Studio, Global Supply Chain Management for Executives, Women's Business Enterprise, Lean Six Sigma, Project Management Institute, and CIRTLL.

PROFESSIONAL HISTORY HIGHLIGHTS

President | Said Supply Chain Management

As President since October 2012, Ms. Mamone has **led operations and business development for Said Supply Chain Management, a management services provider serving the engineering, accounting, and research sectors**. Ms. Mamone built the company from the ground up, overseeing day-to-day business operations, managing ERP implementations, and cultivating valuable customer relationships.

A client company faced challenges optimizing transportation routes and minimizing transit times for its deliveries. Ms. Mamone analyzed the company's transportation needs and selected a TMS solution, configuring the system for route planning, load optimization, and carrier selection. The new system resulted in a 75% reduction in transit times and transportation costs.

Manual processes and disjointed systems led to inefficiencies and operational delays for another client company. Ms. Mamone evaluated the company's complex needs and customized an ERP solution to integrate multiple functions, including procurement, production planning, inventory management, and order fulfillment. She then conducted training sessions for employees on how to best utilize the new system. With the new ERP system in place, lead times were reduced by 40%, and stockouts were completely eliminated.

Another company struggled with inefficient warehouse operations, leading to bottlenecks in picking, packing, and shipping processes. Ms. Mamone implemented a Warehouse Management System (WMS), configuring the system to automate warehouse tasks, optimize storage space, and track inventory movements in real time. The system resulted in significant improvements in warehouse efficiency and achieved 100% in order fulfillment speed and inventory accuracy.

Chief of Staff | Head of Value Chain & Supply Chain Management | Cerveau Technologies

From October 2018 to August 2022, Ms. Mamone served as Chief of Staff and Head of Value Chain & Supply Chain Management for Cerveau Technologies. In this role, she strategically guided supply chain operations, including maintaining raw material levels at all production sites and negotiating production schedule mix based on forecasts. She managed critical relationships with CMOs, Pharma Partners, and Academia Sites, overseeing production planning, distribution, and other logistics for Clinical Trials.

Leveraging manufacturing slots presented an opportunity to significantly increase dose/batch profitability and enhance overall financial performance and competitiveness. Through Ms. Mamone's proactive management and strategic utilization of manufacturing slots, she achieved an impressive 200% increase in dose/batch profitability.

In order to ensure efficiency and reliability across Cerveau Technologies and its parent company, Meilleur Technologies, Ms. Mamone implemented strategic initiatives to optimize supply chain logistics and production processes, including developing and implementing the original dose order system, coordinating with CMOs and vendors, managing raw material levels, and ensuring proper approvals and documentation. Through these initiatives, she achieved 98.5% operational efficiency and 99% on-time delivery.

As coordinator of Study Demand Fulfillment, Ms. Mamone took proactive steps to strengthen relationships with CMOs, Pharma Partners, and Academia sites by ensuring alignment with study demands and timely delivery of doses. Her efforts resulted in an increase in dose-volume by 35% and 100% satisfaction across Pharma Partners, Academia sites, and Imaging Facilities.

Vice President of Operations | The Greenbrier

Prior to joining Cerveau Technologies, Ms. Mamone served as Vice President of Operations for The Greenbrier, where she directed operations and purchasing across Food and Beverage, Security, Housekeeping, Retail Stores, Service Contracts, Order Fulfillment, Inventory Control, Print Shop, Purchasing, Shipping, Receiving, Export, Transportation, and Laundry. She also managed contracts and customer relations for NFL and NBA teams training at Greenbrier Sports Performance Center.

Ms. Mamone recognized the opportunity to streamline operations and enhance efficiency by modernizing tools and strategies. She implemented an ERP system and introduced a KPI matrix, enabling systematic performance evaluation and reporting to senior management on a monthly basis. By leveraging historical and future demand data, she established min-max inventory levels, resulting in a 35% reduction in inventory, which minimized waste. Implementing KPIs led to a 30% reduction in labor costs and a \$2M increase in revenue within three months.

Serving as the President of Neighbors Loving Neighbors, Ms. Mamone faced the daunting task of aiding communities devastated by the 2016 floods in West Virginia. She mobilized resources and organized fundraising campaigns, coordinating with volunteer groups and other agencies to maximize the impact of the relief efforts. Through her leadership, Neighbors Loving Neighbors raised over \$4M and successfully built homes for families affected by the floods.

The PGA Greenbrier Classic golf tournament presented an opportunity to showcase world-class golf while creating a memorable experience for attendees and maximizing revenue streams. Ms. Mamone focused on improving efficiency in

inventory control, purchasing, planning, sales, and marketing for the event and cultivating strong relationships with sponsors to maximize success. Her skillful management resulted in an 80% increase in ticket sales.

Director of Trade Compliance | Emerson Process Management

In the role of Director of Trade Compliance for Emerson Process Management from March 2008 to September 2010, Ms. Mamone led operations across Order Fulfillment, Inventory Control, Shipping, Receiving, and Export with \$52M in annual sales. She oversaw trade compliance, including tariff classification, import/export documentation, and purchasing. She also managed three direct and ten indirect reports, providing performance feedback to promote professional growth.

Habibi's accomplishments in this role were many and varied, including implementing advanced inventory control systems and improving operational efficiency resulting in a 50% increase in sales revenue. She also minimized risks to the company by developing robust purchasing compliance procedures, reducing compliance errors and penalties by 100%.

Ms. Mamone's remarkable career in operations and supply chain leadership has earned her recognition from industry peers and previous employers. Through her leadership and expertise, Habibi has established herself as a talented and respected executive, poised for continued success in the future.