

# ROBERT SINCLAIR

Mishawaka, IN 46544

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## BUSINESS INTELLIGENCE AND ANALYTICS LEADER

### LEVERAGE DATA DRIVEN PROBLEM SOLVING TO CREATE EFFICIENT PROCESSES

Proven technical leadership, process creation and refinement, **business intelligence**, and business operations management. Creative and strategic thinker with diverse knowledge of manufacturing, data capabilities, system integration, and supply chain operations. Self-starter with strong work ethic, skilled in creating, implementing, and managing end-to-end solutions while providing team leadership with strong focus on motivating and coaching. Known for improving company financial standing through visionary leadership.

Expertise includes:

- Data Analytics and **Business intelligence**
- Process Creation / Analysis / Refinement / Redesign
- Process Engineering and Systems Integration Engineering
- Strong Problem-Solving Aptitude
- Cross-Functional, Cross-Cultural, and Global Teams

## PROFESSIONAL EXPERIENCE

**MOTOROLA / MOTOROLA SOLUTIONS, INC.**, Schaumburg, IL, **1990 – 2014**

**Business Intelligence and Reporting Consultant**, Schaumburg, IL, 2013 – 2014

Consulted with global demand planning organization, providing **business intelligence**, data analytics and process management expertise. Improved performance in company's under-performing region through designing and developing Oracle OBIEE and OBIA reports, exercising root-cause problem solving.

- Utilized variable analysis, identifying KPI (Key Performance Indicators) performance analysis in under-achieving region, resulting in increasing cost and inventory stability.
- Increased planning performance 65% by designing strategy using KPI and weekly performance reporting.
- Coached Demand Planners using KPI metrics and performance-based reporting, resulting in all planners achieving performance goals 2 quarters after implementation.

**Global S&OP Manager**, Schaumburg, IL, 2008 – 2013

Created, implemented, and managed Worldwide S&OP Process for group of acquired businesses and troubled Brazilian operation. Created and established **Business intelligence** and KPI Reporting to monitoring business and supply chain alignment and performance. Utilized problem solving expertise, identifying key variables and resolutions while simultaneously implementing Demand Planning in Brazilian region.

- Created and managed Demand Planning team, establishing processes measuring performance during 1<sup>st</sup> quarter improving under-performing region above performance goals.
- Developed initial S&OP process by creating, implementing, and managing Worldwide S&OP Process for group of acquired businesses, becoming "Benchmark" procedure.
- Created **Business intelligence** and KPI Report establishing reporting standards and processes throughout company.

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## **Business Operations Manager / Consultant**, Schaumburg, IL, 2005 – 2008

Managed product forecasting while creating more efficient processes. Identified, designed and drove implementation of IT related business support system projects while managing system and process integration of acquired Wireless Broadband businesses. Established **business intelligence** reports becoming company benchmark.

- Improved process efficiency 90% by using Excel and Visual Basic automation, analyzing global product forecasting strategy and related processes.
- Managed integration of acquired companies into corporate systems and supply chain process, resulting in seamlessly consolidating 3 businesses into 1.
- Designed and oversaw creation of 3 IT projects simultaneously while automating daily operation tasks, reducing departmental expense and process cycle time.
- Reduced existing Business Operations reporting cycle time 92% through Excel and Visual Basic automation, ensuring data accuracy and integrity.

## **Senior Staff Systems Engineer**, Rolling Meadows, IL, 1998 – 2005

Managed core team of engineers and technicians implementing new technology and government mandates for large cellular network customer. Tested impact of new technology and products on customer cellular networks, establishing technical requirements and test strategies for new products based on customer feedback and product performance.

- Managed 12-person team implementing ANSI-41 standard throughout customer cellular network, completing 3 year project 3 months ahead of schedule with no system shutdowns.
- Managed introduction of new, large customer cellular network, Soft Switch technology over 4 years, including translation development, testing case creation, and customer collaboration.

## **Senior Process Engineer**, Boynton Beach, FL, Libertyville, IL, Harvard, IL 1990 – 1998

Designed and developed manufacturing stations and Control Systems, while using problem solving techniques and innovation streamlining cellular phone manufacturing.

- 2 Best Paper awards at Advanced Manufacturing Technology symposiums for innovations in Machine-to-Machine communications and Human-to-Machine Interaction.
- 6 Design & Innovation awards for Control System designs and Vision System development.

## **EDUCATION**

BS Electrical Engineering, Southern Illinois University, Carbondale, IL

## **TRAINING**

Accenture Academy – Supply Chain Academy, BI Analysis and Strategy, Six Sigma, Green Belt  
Dale Carnegie Training

## **MILITARY**

Air Force Staff Sergeant - Radio Communications Electronics, Keesler Air Force Base, Biloxi, MS

## **VOLUNTEER**

Cancer Support Group Leader, Junior Achievement Teacher, Boy Scouts of America, Church Leadership