

***Sharmi K Philip –
Field Manager, Coach***

Sharmi Philip was introduced to the world of Logistics by a Material Handling class at Auburn University. Her introduction was transformed into a passion while working for Deep Rock Manufacturing, an international water well drill manufacturing company. Although initially hired as a Spanish document translator, her role quickly expanded to include Export Shipment Coordination. After 18 months, she joined Cott Beverage as the Logistics Coordinator. While at Cott, she managed the freight, the Carriers, and the movement of all products and materials within food-grade facilities. Additionally, she was responsible for the transportation of hazardous materials used in making carbonated beverages.

A year later, Sharmi stepped into the door of the largest and most complex challenge she had ever faced. When she arrived at Ottlite, the company was in the Stone Age as far as logistics is concerned. On her first day she was met with a back order for 65,000 lamps - the largest order in company history. She found no Inventory management system, no warehouse management system and no foreseeable way to fulfill the orders. Not only did she rise to the occasion and oversee the satisfactory delivery of all 65,000 lamps; her leadership abilities, her vision, and her passion compelled her to build the organization from the ground up.

Over the next ten years, there wasn't an operation or process within Ottlite that Sharmi did not, at one time or another, initiate, build from scratch, implement, or manage. She built an online inventory management system, and designed and implemented the naming convention of the SKUs they then applied to every part and product. She managed multiple warehouse moves starting in a 10k Sq Ft space and ultimately moving into a 65k Sq Ft facility. She managed the company's relationship with factories in Taiwan and China, was responsible for purchasing, daily communications, product development, and handled all direct import programs.

She managed a huge cost-cutting project where, with the help of David K. Schneider, they saved the company \$650K a year by making a massive transition from internal to outsourced distribution.

Sharmi's vast knowledge and expertise in logistics is only surpassed by her understanding of the people who make logistics possible. Her greatest talent is to connect and support her clients and colleagues, providing them with insight and clarity in any situation and coaching them to find the right course of action in any challenge they face.