

Habibi Said Mamone

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PRESIDENT, CEO, COO

Experienced senior leadership executive driving process improvements and problem solving while directing various operations within complex domestic and global matrix organizations. Industry expertise is focused on Disaster Relief, Hotel Hospitalities, PGA Golf, NFL Training, NBA Training, Medical, technology, manufacturing and consumer products. Key strengths include bilingual, team building, budget control, strategic planning, inventory control, international business development (export, import & duty), project management, labor, business valuations, and ERP system implementations. My focus is on:

- Successful ERP implementations
- Negotiating complex business contracts
- Managing all business Operations including but not limited to Purchasing, Shipping/Receiving, Inventory, Sports & Recreations, Housekeeping, SPA, Customer Service/Order Management, Quality Control, Transportation, Food & Beverage, Retail and Security functions
- Reducing labor costs by implementation of process improvements

SELECTED ACCOMPLISHMENTS

Increased profitability by \$15M and reduced labor costs 30% by streamlining processes in Food Beverage, Retail, Purchasing, Housekeeping and Transportation. Hands on leader which worked closely with each functional area to re-engineer business processes. The Greenbrier is a Resort that does \$200M annually.

Grew The Greenbrier Classic PGA Golf Tournament by \$24M in two years - all while Managing all business operations and achieving profitability and cash flow at The Greenbrier Resort. As Vice President of The Greenbrier Resort, I was instrumental in securing \$24M in Sponsorships of The Greenbrier Classic PGA Tournament. This was new Sponsors while maintaining the current Sponsors. This is attended by 150K people during the week.

Successful implementation of SAP, Oracle, Dataworks and MAS. Held various leadership roles with various companies which resulted in successful implementations of software systems. These implementations resulted in process improvements and leaner operations which increased profit margins over 25%

CAREER HISTORY

President of SSCM, LLC

The Greenbrier ~ White Sulphur Springs, WV

January 2016 - Present

- Executive Director for The PGA Tour Greenbrier Classic Golf Tournament
- President of Neighbors Loving Neighbors - Charity that raised over \$4M (oversaw all distribution of funds and led efforts of building over 735+ homes in eleven counties affected by Flood in June 2016 in West Virginia.
 - Coordinated Volunteer groups and collaborated with other Volunteer Agencies
- Manage contracts and customer relations for NFL teams training at Greenbrier Sports Performance (The Houston Texans and The New Orleans Saints)
- Lead the UnMet Needs Committee in State of West Virginia through the Long Term Recovery Committees
- Board Member of the West Virginia VOAD (Voluntary Organizations Active in Disasters)
- Board Member of Volunteer West Virginia

Vice President of Operations

The Greenbrier ~ White Sulphur Springs, WV

July 2015 - January 2016

- Planned, directed and controlled all functions which consist of Food & Beverage (18 Restaurants), Security, Housekeeping, Retail Stores (23 Stores), Transportation and Laundry (Approximately 1,600 - 1,800 employees) Approximately \$200M in annual revenue
- Monitored and evaluated the performance of different departments by implementing Key Performance Indicators
- Reduced Labor by 30% while increasing revenue
- Liaison between The Greenbrier and The New Orleans Saints and NBA Pelicans while training at The Greenbrier)
- Sales and Operations of The PGA Greenbrier Classic which resulted in \$12M in revenue
- Implemented Financial and Operational ERP Systems (MAS and Dataworks)
- Implemented ERP System in Housekeeping and Transportation

Consultant/COO

The Pinnacle Group /Amelia Ritz~ White Sulphur Springs, WV

September 2013 - Present

- Total analysis and review of the business; i.e. financial statements, Software, purchasing, customer orders and Operations
- Implemented Job Costs, payroll, customer coding and purchasing process which resulted in 35% efficiency
- Instrumental in reviewing and negotiation the complex insurance contracts

National Director of Sales and Operations

The Greenbrier ~ White Sulphur Springs, WV

September 2012-July 2015

- Responsible for Sales and Operations of The PGA Greenbrier Classic
- Responsible for all Sponsorships (approximately \$40M each year)
- Responsible for all ticket sales (approximately \$1.5M each year)
- Developed and streamlined processes which resulted in 25% efficiency
- Directed Operations consisting of Inventory Control, Purchasing, Planning, Sales and Marketing

Director of Purchasing and Logistics

The Greenbrier ~ White Sulphur Springs, WV

September 2010 - September 2012

- Directed Operations consisting of the following functions: Food & Beverage, Retail, Service Contracts, Order Fulfillment, Inventory Control, Print Shop, Purchasing, Planning, Shipping, Receiving and Export
- Responsible for Print Shop that supplies all the Marketing materials and printed supplies for owner's 102 companies
- Implemented ERP system (Dataworks) which is used for internal and external orders for all Operations
- Implemented KPI (matrix) which was reported to Senior Management monthly
- Established min-max inventory levels based on historical and future demands which resulted in 35% leaner inventory
- Managed the budget and staff of multiple cost centers of which five were direct and fifty were indirect \$12M

Director of Trade Compliance

Emerson Process Management ~ Knoxville, TN March 2008-September 2010

- Responsible for all trade compliance (tariff classification, export/import documentation, purchasing compliance)
- Directed Operations consisting of the following functions: Order Fulfillment, Inventory Control, Shipping, Receiving and Export \$52M annual sales
- Managed the budget and staff of multiple cost centers of which three were direct and ten were indirect

Director of Logistics

Astec Underground ~ Knoxville, TN September 2006 to March 2008

Top manufacturer of trenchers, boring machines and directional drills.

- Directed Operations consisting of the following functions: Order Fulfillment, Inventory Control, Purchasing, Planning, Shipping, Receiving and Export
- Led project for centralizing purchased materials (direct issue vs. back flush) which resulted in 85% inventory and bill of materials accuracy
- Implemented process improvements within the ERP system (BAAN) which eliminated manual spreadsheets which were prone to error

Director of Logistics

Siemens Medical Solutions, a subsidiary of Siemens Global ~ Knoxville, TN April 2001 to September 2006

Siemens acquired CTI in 2004

Leading manufacturer of positron emission tomography products and services

- Project Manager for the supply chain modules and data integrity in the SAP implementation; purchasing, materials management, sales distribution, quality, foreign trade, manufacturing, planning and exports
- Project Manager for the supply chain modules and data integrity in the Oracle implementation; purchasing, Warehouse management, order fulfillment, quality, foreign trade, manufacturing, planning and exports
- Led LEAN initiatives throughout Logistics and was part of core team that drove LEAN improvements in other areas of the organization. These changes resulted in process mapping and re-engineering Oracle processes which brought immediate improvements to purchasing, manufacturing, logistics and finance. In addition, through LEAN we decreased overtime dollars to the company by 90% in the first 4 months. Also, by implementing LEAN, process improvements were identified, measured, and corrective action taken to improve efficiency, responsiveness, and service to all of our customers making the invisible visible
- Led core group in implementing and publishing company-wide monthly Key Performance Indicators
- Directed Operations consisting of the following functions: Customer Service, Shipping, Planning, Receiving, Quality, Inventory Control, Supply Chain Management and Import/Export departments
- Managed the budget and staff of multiple cost centers of which six were direct and forty to sixty were indirect

Supply Chain Manager/International

Customer Service Manager February 1997 to April 2001

Philips Consumer Electronics ~ Knoxville, TN

- Project Manager for the supply Chain modules and data integrity in the SAP implementation
- Responsible for the Planning of \$120M annually of Hi-tech new business
- Project Manager for SAP, Manugistics Demand and Supply Planning to drive change throughout the

supply chain. (Super User for both SAP and Manugistics)

- Maintained inventory levels of Hi-tech products; i.e. DVD Players, Tivo and Satellites. Reduced inventory from 6 to 2 weeks
- Manage the planning, export control and customer service of all products, samples and technologies for the Juarez, Mexico and Greeneville, Tennessee factories and other PCE facilities.

EDUCATION & CERTIFICATIONS

- B.A. International Business with emphasis in Logistics and Transportation, August 1997, The University of Tennessee at Knoxville
- Supply Chain Management Executive Leadership Program, University of Tennessee at Knoxville 2000

ERP SYSTEMS AND APPLICATIONS

ERP: Oracle Supply Chain Management, SAP (Financials and Supply Chain Management), MAS, Dataworks, Sage, Manugistics Planning Tool, AS400

Applications: Microsoft Office, Microsoft Excel, Spice Works