

JOSEPH N. AGRESTA

33 Stetson Road
Ringwood, NJ 07456
JNA.leadership.consulting@gmail.com
joseph.agresta@rutgers.edu

Home: 973-962-6310
Cell: 973-567-9192

SKILLS:

High energy thought leader who is accomplished Sr. Executive in a broad array of functional disciplines. Combines outstanding operating model design, project execution and true servant leadership to his stakeholders and clients. A sought after thought leader in supply chain, procurement, risk management and inspirational leadership. Well accomplished keynote speaker and chairperson at major industry forums. Distinguished Assistant Professor at Rutgers University Business School.

PROFESSIONAL EXPERIENCE:

2019 to Present – Assistant Professor of Professional Practice – Supply Chain, Rutgers University Business School, Co- Adjutant M.S Healthcare Analytics and Intelligence Program.

- Teach end to end supply chain classes at graduate and undergraduate level
- Leader Industry Client Project Program for Experiential Learning
- Visiting Professor of Supply Chain for Northeast University, China in partnership with Rutgers University
- Awarded Innovative Teaching Award for Supply Chain Management Department in recognition of remote learning innovation during COVID shutdown
- Designed Supply Chain Risk Management Course for Big 10 Collaborative Learning Program. Course selected to be offered to Big 10 Universities
- Organized and implemented graduate project teams in partnership with Rutgers, State of NJ and Industry in NJ Diverse Spend and PPE Planning
- Selected and completed Rutgers Provost Teaching Fellowship focused on innovative curriculum for Risk Management Course

2018 to Present- Principal Consultant at JNA Leadership Consulting LLC

2014 to 2018 Johnson and Johnson Global Procurement

Vice President Global Procurement Execution

Responsible for Critical Supply Chain Sourcing Processes and Execution across all business segments in Johnson and Johnson – Consumer Products, Medical Devices and Pharmaceuticals affecting \$14 Billion in spend.

- Designed and implemented Centers of Excellence in Sourcing Risk Management and Capital Spending Process
- Integrated Cross Segment Global Team performing through standardized operating model in critical Process areas – Risk Management, Partner Development, Advanced Sourcing and Innovation, Purchasing Controls/Compliance, Supplier Pull/Connectivity, Sustainability, Supply Chain Services and the Construction, Capital and Facilities Category

- Spokesperson for CREDO and Servant Leadership Programs for Global Procurement with best in class scores across the company
- Benchmark Supplier Diversity Results
- Implemented Company Wide Supply Chain Operating Model in Plant Interaction and Supplier Improvement Process
- Executive Ownership for Construction Capital and Facilities Category of 3 Billion in Spend. Implementation of transformational sourcing programs with 6% year on year productivity and benchmark supplier diversity programs.

**2011 to 2014 Johnson and Johnson- Janssen Supply Chain
Vice President Global Procurement/CPO**

Responsible for total spend in all categories for the \$31 Billion Johnson and Johnson-Janssen Pharmaceutical Company. Lead Global Team of 110 associates in high performing organization.

- Designed and Implemented Global Operating Model for Global Procurement Organization in Janssen Supply Chain.
- Implemented Advance Sourcing Model for New Product Development with results in zero missed launch dates and \$160 million in value contribution.
- Significant achievement in driving innovation for accelerated launches for critical drug products.
- Achieve 6% year on year productivity for value contribution. Implementation of robust inflation management process.
- Developed and implemented Purchasing Controls processes across Johnson and Johnson globally in all sectors focusing on Risk Management, Supply Management and Best Value Decision Making.
- Increased Supplier Diversity spending by 20%.
- Developed Comprehensive Reliability /Quality Program.
- Team achieved highest (benchmark) organizational Health Scores and CREDO scores in Johnson and Johnson.
- Developed innovative global communications method thru 'Talk Shows' and TED talks.

**2009 to 2010 Johnson and Johnson- Medical Devices (MDD)
 Vice President Category Leader Construction, Capital and Facilities Services
 and MDD Indirect Procurement**

Responsible for \$4.5 billion spend for Medical Device and J&J Construction, Capital and Facilities.

- Created organizational design and execution of MDD Indirect Procurement organization.
- Strategic plan designed and implemented to achieve 8% year on year productivity and 20% Supplier Diversity spend.
- Implementation of J&J Asset Management Program with initial \$8 million in Asset placement.
- Development of Integrated Facilities Management Process with J&J of first of one partner for all food services in 45 sites North America yielding multiyear savings of \$ 18 Million.
- In conjunction with World Wide Engineering development of global standard platforms for equipment.

2006 to 2009 Johnson and Johnson – Ethicon – Global Procurement
Vice President Category Leader of Construction Capital and Facilities Service

Responsible for creation of a Global Construction, Capital and Facilities Category Team in conjunction with duties as head of Ethicon franchise Global Procurement. Leader of Johnson and Johnson Manufacturing Excellence (ME2) program.

- Improved value creation from \$22 million to \$50 million
- Doubled Ethicon diversity from \$24 million to \$50 million; increased Category diversity from 8% to 15% Improved Credo results with 9 of 12 areas at or above J&J benchmark
- NCR reduction of 10%, 15% and 27% each year; LIFR improvement from 90% to 97%
- Development and sponsorship of MDD Facilities Governance Model achieving \$16 million in incremental savings
- Rollout of ME2 Next Generation program focusing on benchmarks and value contribution
- Leadership of Management CAPA addressing Enterprise Purchasing Controls Process

2004 to 2006 Johnson and Johnson - Ethicon
CPO and Director of Facilities and Plant Operations

Responsible for \$450 million in spend in WW Procurement and Facilities/Plant Operations. Member of two Global Management Boards

- Completed reengineering of Procurement Organization into a Worldwide Commodity and Category Management Operating Model.
- Drove efficiencies and people development in merging facilities functions with worldwide procurement resulting in 18% headcount reduction and 5% year/year productivity.
- Launched integrated product teams in New Product Development.
- Team leader for Johnson & Johnson Category Management Operating Model with successful launch of process and Category Management Guidebook.

2000 to 2004 Johnson and Johnson - Ortho Clinical Diagnostics
Vice President Supply Chain Management

Responsible for development of a worldwide integrated supply chain infrastructure and execution for \$2.0 billion franchise.

- Implementation of global SIOP process and Advanced Planning System.
- Execution of LEAN distribution network with centralization of US and European distribution operations -1% reduction in Distribution to Sales ratio.
- Leadership of Supply Chain Process Excellence Council driving 25% DOS reduction; 99% LIFR.
- Formation of Worldwide Supply Chain Council.
- Assigned leadership of Integrated Product Team for major product launch with implementation of Subcontract Management Program.

Director Product Operations Navigation and Space

Designed and lead product operations organization comprised of Engineering, Program Management, Operations and Quality.

- Turnaround of Challenged Productions.
- Product margin increased 33%.
- Reduced Defects per Unit by 39% and process discrepancies by 57%.
- Increased delivery performance by 130%.
- Negotiated \$100 million multi-year contract with major contractor for commercial space applications.

Director, Materials Management, AlliedSignal Electronic Systems

Responsible for multi-site material management; \$1 billion in sales across six sites.

- Established comprehensive supplier strategic plan
- Team leadership in material management assimilation with major acquisition

Director, Materials Management, AlliedSignal Guidance & Controls

Site responsibility for all materials management functions. Drove supply chain process improvements focused on integration of planning and purchasing functions.

- Recognized with AlliedSignal Aerospace Materials Management Leadership Award.

Corporate Commodity Team Manager, Electronic Assembly

Led high-performance cross-functional work team to develop and implement the strategies to optimize the commodity supply base and improve productivity including cost, quality, delivery and lead times.

Established a Partner Supplier Program to help execute the strategy.

- Optimized supplier based from 300 to 55 (70% of spend in 55 suppliers).
- Implemented 80% spend coverage in long term agreements resulting in 10% cost savings.
- Executed Materials Management Maturity Path with all partnering suppliers.
- Initiated and chaired executive-level Engineering Action Board to ensure penetration of partnering supplier products into AlliedSignal designs.

EDUCATION:

Masters, Business Administration / Finance
Fairleigh Dickinson University, Teaneck, NJ

Bachelor of Arts, Political Science
Ramapo College of New Jersey – Mahwah, NJ

AFFILIATIONS:

Adjunct Professor of Business Administration, Concentration Marketing/Management
Ramapo College of New

Mentor for American Corporate Partners (ACP) – Mentoring Veterans entering the corporate life

Guest Lecturer and Keynote Speaker and Chairperson at various Universities and Industry Groups