
Summary of Experience

With 27 years of consulting experience, Johnathan Nethersole brings a wide range of skills and capability in strategy development, supply chain and business operations analysis and design, business-first technology enhancements, and post-acquisition integration. He has worked with broad range of manufacturing, distribution and services clients around the world who value his ability to frame leading business concepts and work collaboratively to support the development of a shared point of view across key stakeholders and the broader organization. He helps clients establish sustained advantage by collaborating to identify and develop select functional competencies which serve to provide strategic differentiation, enhance their competitiveness and create value within their businesses. His clients have included Itron, Transamerica, John Deere, Masco, Karcher, Unilever, UPS, Church & Dwight, Mosaic, Wyeth BioPharma, Fletcher Challenge, Cisco, Union Pacific and IBM. Earlier in his consulting career, he held roles with Bain & Company, CSC Index and Benchmarking Partners. Johnathan lives in Brookline, Massachusetts.

Selected Accomplishments

- Designed & implemented a new business model for operating globally for a market leading global manufacturer that reduced complexity and enabled a transformation from a semi-autonomous manufacturing centric structure to a globally integrated product platforms and market-facing commercial structure with aligned processes and decision authority; the effort reduced operating expense by more than \$250MM.
- Led effort for a multi-brand, multi-channel commercial and industrial products business to improve their operating performance and competitiveness by analyzing product and customer profitability and product and account performance relative to market potential, reducing cost in select products, replacing underperformers with substitutes and designing a team-based approach to identify and improve product performance from SKU-level up to Plant and Customer outcomes; developed a \$40MM roadmap with set of initiatives to build a business intelligence / analytics capability, improve product performance, strengthen distribution, and grow the business.
- Helped a product manufacturing company improve performance and drive growth in their primary channels (mass retail, specialty chemicals) with \$40MM business case that included an initial roadmap to support implementation that aligned functional priorities across the supply chain, defined business requirements and guided the selection process for new technical solutions in procurement, warehouse management, and order management.
- Helped restructure / turnaround a key division and the corporate center of a global equipment manufacturer serving the energy and utility sector by developing and coordinating two business cases worth \$100MM; effort included developing / using a profitability model to identify product-level improvement opportunities and evaluate country-specific results combined with development of scenarios used to refine the business strategy and improve financial performance - consolidated some manufacturing, exited select product lines in specific geographies and refocused efforts on fewer R&D projects; outcome provided a path to improve EBITDA 6%.
- Helped a major global equipment manufacturer design and institutionalize a proactive competitive strategy capability to anticipate, track, and preempt competitor actions with strategic, globally consistent competitive responses that resulted in an incremental revenue benefit of \$5 billion over 5 years based on competitive actions in core markets and pursuing select new market opportunities.
- Helped a building products and services business drive a transformational ERP implementation that migrated from a fragmented architecture with numerous proprietary systems to an integrated digital, web and mobile-enabled platform extending from back-office through service delivery processes that included aligning leadership around a new master data approach and structure, leading the data team to acquire and prepare master data for use across all key operational processes, working as key member of field readiness team to centralize back office services, consolidate and prepare field locations and wind-down inventory across 300 sites and rationalizing \$1 billion supply base from 1,500 to less than 500 vendors.
- Supported the global transformation of a manufacturing company by helping to define a new multi-year business strategy, organization structure, and business technology architecture strategy by assessing strategy, process and technology issues and synthesizing a global plan / roadmap with a \$200MM business case for reducing operating costs (including tradeoffs associated with strategic investment decisions e.g., acquisitions, product development, production capability, and supply chain optimization).

Educational Background

BS, Biomedical Engineering, Boston University