

# Donald Clark Dobbs, Jr

work email: <a href="mailto:clarkDobbs@ProteicoConsulting.com">clarkDobbs@ProteicoConsulting.com</a> personal email: <a href="mailto:clarkDobberDobbs@gmail.com">clarkDobberDobbs@gmail.com</a> cellphone: 256.631.8848 alternate: 256.425.3636

414 Lee Blvd Unit 6279 Mississippi State, MS 39762

#### **CAREER SUMMARY**

I am a dedicated and accomplished leader with a proven track record of delivering bottom line results. I spent the first half of my 30+ year career building and running some of the largest food plants in the nation. The second half was focused on building supply chains and the infrastructure required for them to operate effectively.

#### **FORMAL EDUCATION**

## Mississippi State University

Master of Science, Food Science & Culinology [Anticipated Graduation: May 2026]
Doctor of Philosophy, Food Science & Culinology [Anticipated Graduation: May 2028]

#### The University of North Alabama

Master of Business Administration [May 2003]

#### Mississippi State University

Bachelor of Science, B.Sc. Agriculture: Poultry Science [May 1989]

#### **CERTIFICATIONS**

### **APICS, ASCM (Association for Supply Chain Management)**

Supply Chain Risk Management Education Certificate [February 2018]

#### **International Agri-Professional Development Institute**

Introduction to Commodity Merchandising and Risk Management [April 2016]

#### **GS1** United States

GS1 Standards Certificate in Retail Identification [June 2015]

#### **Georgia Institute of Technology**

Certified Lean Six Sigma Black Belt [December 2011]

#### U.S. Poultry & Egg Association

Certification in HACCP Principles [July 1993]

## **WORK EXPERIENCE – Company Summary**

Proteico Consulting LLC [October 2018 - Present]

Mississippi State University [November 2023 - Present]

Wayne Farms [July 2020 - August 2021] [January 2001 - April 2012]

**Keystone Foods [April 2012 - April 2019]** 

**Gold Kist [May 1989 - January 2001]** 

# **TECHNICAL SKILLSET INVENTORY**

<b>General Business Applications</b>	iness Applications MS Office 365, MS Sharepoint, MS Teams, MS Visio, Google Docs, WIX website, QuickBooks	
Enterprise Applications	INFOR Adage ERP, Oracle OPM ERP, SAP Business By Design, MS Business Central,	
Project Management Tools	Asana, Monday, Smartsheet, MS Project Professional, Notion	
Plant Floor Specific Systems MES systems, ComputerWay Food Systems, Infinity QS SPC, Minitab, ERP Data Collection		
Video Production	Camtasia, Voice Premium	

# Work Experience – By Position, Responsibilities, Key Accomplishments [presented chronologically]

Company & Job	Responsibilities	Key Accomplishments
Proteico Consulting LLC Owner Oct 2018 to Present	It is true what they say. When you own a small business, you wear all the hats. Responsible for all aspects of the day-to-day management and operation of the firm. We are a small supply chain consulting firm that focuses on food exclusively.	<ul> <li>Contract COO of small protein (RTC Beef, Chicken, Pork) processing company in Texas [\$150M annual sales]</li> <li>Contract CSCO and Design Analyst for a small start up food company in Denver, CO [Less than \$5M sales]</li> <li>Contract Facility GM of small protein (RTC Beef) processing company in Georgia [\$185M annual sales]</li> <li>Contract ERP Implementation Analyst for a QSR with a commissary style supply chain.</li> <li>Contract ERP Implementation Analyst for a (RTE Fruit &amp; Vegetable) company supplying large retailers.</li> <li>Customer Exposure: HEB, WalMart, King Soupers, Albertson's, Kroger, Taco Cabana, Freebirds World Burrito, Chuy's, Uncle Julios, Cheesecake Factory, Bondadosa, SaladandGo, WhatABurger</li> </ul>
Mississippi State University – Meat Science and Muscle Biology Laboratory Lab Associate November 2023 to Present	Assist with the daily operation of the facility. Conduct the development of new products. Ensure the correct production of current products. Assist Professors with the teaching of the Meat Science classes and labs for undergraduate students.	<ul> <li>Worked with the Professors and Associate Professors to execute the curriculum for the undergraduate level meat science lectures and laboratory activities.</li> <li>HACCP compliance training.</li> <li>Inventory system development and execution.</li> <li>New product development for beef, pork, lamb, and goat products including smoked meat products and shelf stable products such as beef jerky, beef summer sausages.</li> </ul>
Wayne Farms Prepared Foods Decatur, AL Plant Manager July 2020 to Aug 2021	Operational management for a four-line RTE production facility including.  - Par fried RTE production line  - Sous vide production line,  - (2) RTE Diced chicken lines. Responsible for all aspects of employee safety, conversion yields, throughputs, labor costs and efficiencies, etc.	<ul> <li>Improved conversion yields by more than 2% overall.</li> <li>Improved throughput by more than 4% overall.</li> <li>Improved labor cost by more than 3% overall.</li> <li>Exceed employee safety and turnover engagement goals.</li> <li>Trained 8 employees on the Lean Six Sigma principles of the 5 Why's.</li> <li>Customer Exposure: Caulipower, Wing Stop, Sysco, etc.</li> </ul>
Keystone Foods US Foods Division Huntsville, AL SVP of Supply Chain and IT Sept 2015 to Apr 2019	Responsible for the Supply Chain functions of Procurement, Demand Planning, Supply Planning, Detailed Scheduling, Customer Service, Logistics, & Warehousing - (4) Direct reports, including (2) VP's and (2) Directors. 31 Indirect Reports  Responsible for the Global IT function, which included US IT function during a 2.5-year period while searching for a new CIO.	<ul> <li>Improved EBITDA from \$85M to \$213M.</li> <li>Participated in Tyson Foods acquisition team.</li> <li>Implemented complete ERP package across all seven facilities, with WMS, and Supply Chain Management system.</li> <li>Consolidated and streamlined the Supply Chain function supporting both the domestic and international business.</li> <li>Managed a portfolio of 12 external co-manufacturers with an annual spend of \$155M. I was responsible for all aspects of managing the relationships with the co-manufacturer.</li> <li>Interim CIO responsibilities.</li> <li>Significantly Improved Inventory shrink, asset utilization, cash flow, and order fill rates. Total improvements = \$19.2M annually.</li> <li>Implemented companywide supply chain risk management</li> </ul>

Manufacturing Systems Apr 2012 to Sept 2015	the Oracle ERP OPM application across the US supply chain.	<ul> <li>Led an eight-person team responsible for the implementation of Oracle OPM ERP system across six manufacturing locations within the United States.</li> <li>Led the update of the IT service desk function.</li> <li>Led the implementation of the continuous improvement processes with the supply chain and operations areas. Worked with green belts at multiple locations to establish the continuous improvement function.</li> <li>Led a four-person team responsible for the implementation of Outperform's supply chain management suite of tools.</li> </ul>
Manager of	Responsible for implementing the continuous improvement processes within the organization.	<ul> <li>Served as project manager for a six-week engagement during which time we evaluated the potential purchase of Cagle's Poultry out of bankruptcy.</li> <li>Consolidated all the fresh plant staffing standards into one application with variance analysis.</li> <li>Implemented 5 why's methodologies within the further processing plants.</li> <li>Implemented 5S methodology within the further processing plants.</li> <li>Implemented Infinity QS for capturing and improving portion control data on the physical characteristics of portion-controlled products.</li> </ul>
ERP Team Lead i	ERP Team Lead for the production, inventory, quality, and WMS functionality.	<ul> <li>Served as the Master Data, QA, Production, Inventory, and Scheduling SME functional analyst and team lead for an ERP implementation. Successfully completed a five-year project where we implemented INFOR's ADAGE process-based ERP in the organization.</li> <li>Successfully completed a full implementation of a process-based ERP system.</li> </ul>
Wayne Farms Ceneral Manager – tollege Park, GA	General Manager for the facility that was purchased from Sylvest Farms. Deboning, IQF, portioning, par-fried line.	<ul> <li>Served as the project manager and then the General Manager of the College Park, GA processing facility acquisition. We acquired the assets and the customers of the facility from Sylvest Farms. I was the project manager during the due diligence phase and then served as the General Manager for 2.5 years as we integrated the facility into the organizational.</li> <li>Developed a plan to integrate the customers into other facilities and ultimately shut the facility down.</li> </ul>
Plant Manager - i Pendergrass, GA	Processing plant manager for a fully integrated poultry slaughter, deboning, portioning, and IQF plant.	<ul> <li>Improved breast deboning yields by 1.75% over a six-month period.</li> <li>Improved IQF yields by 2.00% over a nine-month period.</li> </ul>
Plant Manager - i	Processing plant manager for a fully integrated poultry slaughter, and deboning facility.	<ul> <li>Served as the project manager for the company wide yield improvement project. We focused on improving deboning yields across the company and improved deboned boneless breast and thigh yields by 2.18%.</li> </ul>

Plant Manager III Russellville, AL Processing Plant Sept 1997 to Jan 2001  GoldKist Plant Manager II Sumter, SC Processing Plant Sept 1995 to Sept 1997	integrated poultry slaughter, deboning, portioning, and IQF plant.  Processing plant manager for the IQF and deboning plant in the Sumter, SC facility.	expansion of the Russellville, AL facility in 1997.  - We took the total slaughter headcount from 800K to 1.6M per week by installing Meyn Maestro systems and adding approximately 90,000 sq ft of production area.  - Installed 4 DSI machines to cut products for McDonalds [via Keystone Foods] and for Wendy's.  - Served as the plant manager for the addition of the Deboning and IQF facility in the Carolina Golden Products facility in Sumter, SC. We added 600K head per week of slaughter and deboning capacity in the facility. We added 400K pounds per week of IQF capacity to the facility.
GoldKist Shift Manager Russellville, AL Processing Plant Feb 1993 to Sept 1995 GoldKist Area Manager Russellville, AL Processing Plant Mar 1991 to Feb 1993	Shift Manager for the 3 <sup>rd</sup> shift operation at the processing plant. Responsible for the 1 <sup>st</sup> and 2 <sup>nd</sup> processing areas, shipping, sanitation, and inventory control  Area Manager for the entirety of the deboning and product packaging area within the processing plant.	<ul> <li>Improved fast food cut percentage from 35% to 62% in three months.</li> <li>Improved Birds per manhour through first processing by 22%.</li> <li>Implemented boneless breast yield improvement system.</li> <li>Decreased packaging labor costs by 8.70% in six months.</li> <li>Improved breast yields by 2.78% over a six-month period.</li> <li>Reduced labor cost by 12% over a nine-month period.</li> <li>Reduced product defects by 4% over a nine-month period.</li> </ul>
GoldKist Production Supervisor Russellville, AL Processing Plant Sept 1989 to Mar 1991	Front line production supervisor responsible for a production team that started with 50 new hires on 9.13.1989 and eventually grew to over 140 by 03.01.1991	<ul> <li>We initially started deboning breast front halves in the newly constructed hatchery building. The breast meat was being sold to Keystone Foods. The first day, we had 50 brand new employees that we had to teach everything to.</li> <li>We spent the first year [Sept 1989 to Sept 1990] deboning in the hatchery building. During that time, we had to start part of the building as the hatchery. That was a balancing act between hatching baby chicks and processing food.</li> <li>We moved from the Hatchery to the processing plant in Sept 1990 and began full scale slaughter and production.</li> </ul>
GoldKist  Management Trainee  Boaz, AL Complex  May 1989 to Sept  1989	Participated in the GoldKist Management Trainee program during the summer after graduation from college and before being relocated to the Russellville, AL complex	- Participated in a four-month program that covered field operations and the slaughter and deboning processes.