Michelle Hartman

CONSULTING SENIOR MANAGER

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SUMMARY

Consulting senior manager with 13 years in strategy and supply chain consulting, leading a team of 18 consultants for consumer products and manufacturing clients. Owns client portfolios worth $12M a year, drives business development and proposals, and builds leadership depth through hiring, coaching and promotion.

SKILLS

Leadership • Strategy • Supply Chain • Business Development • Network Design • S&OP • Procurement
Excel • Executive Presentations • Inventory Optimization

EXPERIENCE

Consulting Senior Manager 01/2021 - Present
Peachtree Advisory Group Atlanta, GA
Management consulting firm with 450 staff and national clients.

- Lead a supply chain practice team of **18** consultants across 6 client accounts.
- Grew account revenue from $7M to $12M a year by expanding work with 3 consumer products clients.
- Direct business development, writing and pricing 20 proposals a year with a 45% win rate.
- Set staffing, quality reviews and coaching plans, promoting 5 consultants to manager since 2022.

Consulting Manager 03/2017 - 12/2020
Midtown Strategy Group Atlanta, GA
Strategy and operations consultancy.

- Managed 14 engagements in network design, procurement and S&OP for manufacturers.
- Delivered a distribution network redesign that cut a client's freight costs $8M a year.
- Built executive presentations and steering committee materials for CEOs and COOs.
- Hired and trained 10 analysts and consultants for a new Charlotte office.

Senior Consultant 07/2013 - 02/2017
Buckhead Operations Partners Atlanta, GA
Operations consulting for retailers and distributors.

- Analyzed inventory and demand data for 9 retailers, lowering safety stock 15% on average.
- Modeled warehouse labor and layout options in Excel for 4 distribution centers.
- Wrote client deliverables and workshop materials for partner-led projects.

EDUCATION

Master of Business Administration 05/2013
Emory University, Goizueta Business School Atlanta, GA
Operations and Strategy

CERTIFICATES

Certified Supply Chain Professional (CSCP)
ASCM (APICS)
06/2016