

Dan Marous

Managing Partner - Supply Chain Leadership & Services



CONTACT DETAILS

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RELEVANT EXPERIENCE

Dan Marous is the Managing Partner of Supply Chain Leadership & Services. He assists clients in the retail, furniture, apparel, and direct-to-consumer (DTC) industries as an interim Chief Supply Chain Officer and Chief Operating Officer. During his distinguished career, Dan has served as:

Chief Customer Operating Officer and COO, Tegra Global, Inc. - Tegra is a \$385M clothing company. Dan led Customer Relations, Demand Generation, Customer Service, Business Development and Sales & Operations Planning. He also built the company's integrated demand and supply chain, procurement, logistics, and IT capabilities. He delivered 10% CAGR through product and facility expansion. He also developed a comprehensive Nike partnership strategy and grew Fanatics to \$60M by expanding branded products, including NFL-licensed products.

EVP & Chief Supply Chain Officer, The Finish Line, Inc. - For this leading, omni-channel athletic footwear retailer, Dan led supply chain operations and was responsible for DC and Transportation operations, inventory control, procurement, and IT. He developed the company's supply chain strategy, which included a new mobile app, website enhancements, and legacy systems stabilization. He also led the ERP program, which included Manhattan's DOM, WM, Customer Service, and an enhanced allocation system.

Vice President, Supply Chain, Staples, Inc. - Dan held multiple executive roles with Staples and delivered a consistent track record of performance across the Retail, DTC, and B2B supply chain. His supply-side scope of responsibilities included Operations, Process Improvement, Integration and Network Planning. His demand side experiences included Merchandising, Planning, and Inventory Management. For fulfillment and delivery operations, he led a team that included 10 direct reports and 1,200+ associates. He oversaw 10 fulfillment centers and ~300 delivery vehicles, servicing ~\$2.5 billion in sales.

Dan began his career with **Proctor & Gamble**.

EDUCATION

HARVARD BUSINESS SCHOOL, MA, Master of Business Administration

MIAMI OF OHIO UNIVERSITY, BS, Finance;
Graduated Cum Laude

PERSONAL STATEMENT

My charge is to drive results and to lead change in supply chain performance by improving leadership, developing supply chain strategies, supporting demand growth, and building transformational capabilities via new processes, infrastructure expansion and leveraging supply chain technology. I help companies "unlock" supply chain capabilities that are critical to building corporate value, improving customer service, strengthening operations, and accelerating revenues and earnings. I believe my clients view me as a leader with the ability to establish consensus between diverse groups and across all functions, cultures, and levels.

PRACTICE FOCUS

The Chief Supply Chain Officer lives at the intersection of operations, technology, strategy, innovation, and business transformation to define strategies for efficiency, service improvement and to support revenue and market share growth. The Supply Chain Leadership and Services practice will focus on three key areas:

Strategy Leadership and Development - This includes developing an overall supply chain strategy, omnichannel planning, and risk mitigation strategies, including near-shore alternatives. We also provide interim CSCO services, CEO/Board advisory, fractional supply chain support, and coaching for operations leaders.

Growth - We meet requirements for organic growth, channel expansion, and scaling through acquisition, by creating strategies and plans for facility expansion, automation, co-manufacturing partnerships, due diligence and post-acquisition integration.

New Capabilities and Transformation - Our key solutions include process transformational initiatives like SIOP, Lean Six Sigma, assortment and inventory strategies. We provide supply chain systems implementation support for ERP, WMS and DOM.

INVESTOR/VC/PE SERVICES

For our PE and investor customers, we represent both buy-side and sell-side interests. We provide comprehensive, executive-led evaluations of supply chain organizations for public and private companies. Our evaluation includes:

Market Category & Competitive Review - We evaluate the markets the company is in, including direct competitors and relative strengths and weaknesses versus peers. We also evaluate overall strategy and growth plans. We can also evaluate the strengths of leadership, systems, processes, compensation, and networks.

Due Diligence - We provide a real-world evaluation of people, processes, and technology relative to supply chain operations, strategy, and fulfillment. Due diligence and target evaluation support services in connection with follow on acquisitions to assess synergy opportunities and planning.

Post-Acquisition Integration, Structure & Processes - We provide full systems implementation support (e.g. ERP, WMS and Distributed Order Management); new process capabilities (SIOP, Assortment and Inventory frameworks); and coach companies on operating like PE-backed companies, including establishing operation cadence, building scorecards and Board effectiveness.