

# David M. Cook, II

After nearly 30 years in the corporate world, I am looking forward to putting my extensive experience in Supply Chain, Business Analytics, and Inventory Management, along with my strong skills in Presentation, Public Speaking, Coaching, Mentoring, and Teaching to good use instructing students at the University of Memphis.

## Education

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**MBA with a concentration in Management Science and Operations Management**, December 1994  
University of Memphis, Memphis, TN

**BS in Chemistry, with American Chemical Society certification**, May 1991  
Rhodes College, Memphis, TN

## Experience

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**AutoZone, Inc.**, Store Support Center, Memphis, TN (5/95 to 5/24)

**Director, Supply Chain Decision Support** (2/05 to 5/24)

- Accountable for overall inventory levels (approximately \$5 billion and 140MM store-SKU combinations) and ensure corporate inventory goals are achieved.
- Accountable for overall store in-stock levels and manage replenishment parameters accordingly.
- Lead the team responsible for inventory, replenishment, and various analytical functions in the Supply Chain group, including in-stock, lost sales, DC service levels, stocking policies, logistics, etc.
- Develop and manage seasonal replenishment through the entire Supply Chain (10 DCs and 6K+ stores).
- Track and report progress on key projects and KPIs to the AutoZone Executive Committee.
- Participate on various cross-functional teams working on strategic initiatives.
- Lead the redesign and centralization of the current store replenishment system.

**Director, Sales Floor Replenishment** (3/00 to 5/05)

- Led a team of Supply Chain Analysts who ordered merchandise from 200+ vendors into 8 DCs and replenished store-use and new store fixtures.
- Led the redesign and implementation of the automated DC replenishment system to fully integrate store and DC replenishment within AutoZone, which led to inventory savings in excess of \$20MM.
- Managed overall inventory levels to ensure corporate inventory goals were achieved.
- Implemented the Midas replenishment project where AutoZone took over distribution and replenishment of all merchandise to Midas shops throughout the lower 48 states.
- Implemented and monitored replenishment of seasonal goods through the entire Supply Chain.
- Participated on various cross-functional teams working on SG&A expense reductions, product cost reductions, new sales initiatives, and the 3-year corporate strategy for AutoZone.

**Leader, Replenishment Design Team** (3/99 to 3/00)

- Led the complete redesign and implementation of the automated store replenishment system and was awarded the AutoZone Starters Club pin, AutoZone's highest form of recognition.
- Wrote the training documentation and trained senior store management on the new system.
- This new system reduced inventory by \$60MM, or 5% of total company inventory, and increased store in-stock by 2%.

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**AutoZone, Inc.**, Store Support Center, Memphis, TN (5/95 to 5/24)

**Manager, Store Replenishment** (4/98 to 3/99)

- Responsibilities included: POG attachment and maintenance, trouble shooting store replenishment problems, and managing AutoZone's old store replenishment system.
- Managed the implementation of 500+ acquired Chief stores onto the AutoZone replenishment system and trained senior store management on the replenishment system.

**Manager, Supply Chain Analysis** (4/97 to 4/98)

- Determined labor requirements for all functional areas in AutoZone's 8 DCs.
- Provided financial analyses on new projects and investments in the Supply Chain.
- Developed and implemented process improvements in the Supply Chain, including network modeling.
- Worked with third party logistics provider to implement a crossdock program to consolidate LTL freight into full truck loads to produce an income stream for AutoZone's Supply Chain group.

**Project Manager/Financial Analyst, Supply Chain** (5/95 to 4/97)

- Developed, implemented, and managed weekly Labor Planning in all departments in each DC, which included communicating results and other feedback to operations and corporate management.
- Acted as Controller for Distribution (9/96 to 3/97), which included understanding operating and financial statements, reconciling expenses, and creating budgets and other reports for management.
- Performed financial analyses on capital investments and process improvement projects.
- Determined labor costs/savings and perform productivity measures in above analyses.
- Wrote FoxPro programs for data analysis, forecasting, and other projects. Trained new employees in Labor Planning, FoxPro, and financial analysis.

## **Honors, Skills, and Activities**

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- Eagle Scout
- The Dale Carnegie Course - Highest Award for Achievement
- Three-time recipient of the AutoZone Starters Club pin, AutoZone's highest form of recognition.
- Project management, presentation and public speaking, coaching, mentoring, and teaching.
- Computer skills: Excel, PowerPoint, Word, SQL, Teams, and Outlook.

## **Community Leadership**

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- Cubmaster and Scoutmaster - leading scouts and adult leaders in both Cub Scouts and Boy Scouts for a total of 7 years.
- Vestry - served on the board of directors at my church for 7 years.
- Chairman of the board of directors at my church for 2½ years and led us terminating a new priest after only 8 weeks on the job, keeping things running during a vacancy and search process, hiring a great new priest, and onboarding the new priest.
- Chairman of the building committee for 3 years and led us through designing and building a fantastic new church, and all the things that go along with it.
- Bartlett City Schools Board of Education - serving since 2013, having been elected four times now.
- Served as Chairman of the School Board for 2 years and was just elected to serve as Chairman again.