

PERSONAL INFORMATION

Brock Sampson



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📅 Date of birth 11/01/1976 | 🇺🇸 Nationality American

PERSONAL STATEMENT

I am a social entrepreneur who sustains my mission by advising companies in IT solution delivery, standard development life cycle, project charter definition, objective discovery, requirements elicitation, prioritization and management; from project inception through post-support. My expertise is related to implementing integrated business planning, supply chain analytics and warehouse management solutions to intercontinental manufacturers and suppliers in North America, Europe and East Asia.

I also have a unique talent in enhancing people's lives by building fitness and improving self-confidence through the sport of rowing. I am passionate about creating therapeutic environments for those with cognitive and physical challenges. I am interested in how rowing eases the symptoms of post-traumatic stress disorder and autism.

I became a competitive rowing coach to impact my community using natural talents in communication and motivation. I promote overall fitness and on-and-off water competition as formidable team builders, and use that to build community and fitness in the corporate environment. It is my business to orchestrate environments where rowing assists in corporate fitness and team building goals.

WORK EXPERIENCE

01/08/2016–Present

Consultant

Sampson Coaching and Advisory Services B.V., Nijmegen (Netherlands)

I advise companies in IT solution delivery, standard development life cycle, project charter definition, objective discovery, requirements elicitation, prioritization and management; from project inception through post-support. I also assist companies looking to build strategic integrated planning and tactical sales and operations planning (S&OP) solution programming for their sales, procurement and operations functions.

I deliver solutions based on standards and methodologies aligned with "best-of-breed" business practice and organizational policy for:

- demand and forecast management
- supply management
- supply chain and integrated business planning
- warehousing and transportation Management

within highly intense, budget limited, and time constrained work environments.

Vestas – Requirements Architect (Freelancer)

March 2017

- Delivered several use cases detailing the business goal, actors, triggering events, primary and variant steps, pre-and post-conditions and outcome for elicited business requirements regarding an improved sales management solution.

ThyssenKrupp Materials NA - Senior Supply Chain Business Analyst (Freelancer)

September 2015 – March 2017

- Delivered an integrated planning and global S&OP effort for ThyssenKrupp global; advising stakeholders in developing their business case, project objectives, scope definition, analysis/design activities and resource budgeting to accomplish deliverable.
- Coordinated and conducted sessions with stakeholders to ultimately produce the Requirements Trace-ability Matrix and Organizational Change Repositories for a global data transparency and harmonization project, piloted within the Aerospace industry.
- Managed the analysis of the supply chain planning business process, and moving those requirements into the design of future end-to-end processes for future SAP template installations.

01/01/2008–Present

Coach and Entrepreneur

Texas Rowing Coach Inc., Austin (United States)

I've worked with FISA and the Dutch National Rowing Organization (KNRB) at an international capability. I coached extensively with high school, club level and pre-elite/elite level and Olympic athletes. I developed high school rowing teams and instructs all levels of junior and masters rowing, including the coaching of junior and adult special need and adaptive programming. I provided structured programs that promote physical activity, health and wellness lifestyles for private students and corporations for the Austin TX community.

Current career highlights include:

- (FISA) Maintained and update Olympic athlete and coach profiles for developing nations such as Cuba, Tunisia, Iran, Uganda, Nigeria, Israel, Pakistan, Algeria and Peru.
- (FISA) Conducted measurements including, but not limited to: rigging, sub-maximal ergometer testing, strength and flexibility training, video analysis, body composition, and anthropometric measurements.

Austin Rowing Club - Coach and Board Member

May 2009 – May 2012

- Assistant coach to men's junior varsity and varsity teams.
- Head coach to monthly, multi class, multi-level Learn-To-Row programs for both juniors and masters.
- Taught rowing technique and training principals to all levels of the program (grade school through masters).
- Educated students in land and water safety in addition to teamwork and sportsmanship.
- Interacted with parents to provide insight and techniques in their child's development through the sport.
- Represented ARC at local, rowing related, organizing and development meetings.
- Board member and Marketing Director.

Texas Rowing Centre

May 2012 – January 2014

- Head coach to monthly, multi class, multi-level Learn-To-Row programs for both juniors and masters.
- Head coach to multiple high school adaptive and special need programs through Texas Rowing for All.
- Taught rowing technique and training principals to all levels of the program (grade school through masters).
- Educated students in land and water safety in addition to teamwork and sportsmanship.
- Interacted with parents to provide insight and techniques in their child's development through the sport-Represented TRC at local, rowing related, organizing and development meetings.
- Built and managed the online customer management systems for memberships and structured classes.

01/08/1998–01/08/2016

Senior Business Consultant

IT Consultant Self Employed, Austin (United States)

I commenced my career as a global supply chain management and consulting professional with Accenture, LLP; a global management consulting and technology services and outsourcing company, with approximately 266,000 people serving clients in more than 120 countries.

I offered 15+ years of business and process analyst experience within a diverse industry skill base, including supply chain planning, warehousing, distribution, transportation management and logistics. I've delivered solutions within highly intense, budget limited, and time constrained work environments.

I am skilled in the delivery of standards and methodologies aligned with "best-of-breed" business practice, organizational policies, and ERP applications such as Oracle and SAP. I also have distinct experience in demand planning and implementing warehousing management systems (WMS). I've conveyed extensive abilities in project management and project implementation, including conception, design, customer buy-in, requirements gathering, configuration, testing, and training.

Family Dollar - Transportation Business Analyst (Freelancer)

November 2014 – July 2015

- Coordinated and conducted sessions with transportation stakeholders to ultimately produce the Business Requirement Definitions for key initiatives, including:
 - An online collaborative environment for scheduling merchandise and supply TL and LTL shipment appointments for Family Dollar (FD) distribution centres.
 - Analysis of a current Oracle Transportation Management (OTM) install to assist in functional documentation of future network supply chain and cross-dock initiatives.
 - Re-develop current OTM Crystal Reports to reflect cross-dock initiatives.

Perficient, Inc - Senior Business Consultant (Employee)

January 2014 – November 2014

- Coordinated and conducted sessions with a major healthcare benefits provider, to ultimately produce the Business Requirement Definitions for several key initiatives; including use case involving the Affordable Care Act, benefits administration, rules-based online enrolment, data integration, custom decision support tools, medical and voluntary benefits management, and custom broker and human resource administration tools.
- Identified opportunities and gathered requirements for business process re-development and system code upgrades to better support automated activities.
- Created and conducted end-to-end testing of all business process and code modifications.
- Defined the front-end validation, interface upgrades and error handling methods and tools to manage data errors.

- Acted as a business liaison to development and IT teams.

TAKE Supply Chain - Marketing Coordinator and Web Admin (Employee)

October 2008 – March 2010

- Worked extensively to relay the opportune possibility of becoming a leader in social media for supply chain.
- Worked extensively with contracted public relations firm to move existing news, web casts, trade show appearances, and customer activity into a blog sphere/ video sphere, and create a twitter "voice" strategy to communicate to an un-tapped community.
- Managed and administered TSC's forum space (Vbulletin), which included Idea Scale and a resource database.
- Created forum user database and communication strategy to keep new and in-active users abreast of marketing activity.
- Worked closely with website developers for immediate updates to reflect TSC's current product offerings, communications, and customer activity.
- Created strategy to move SEO activities from third party provider to an in-house activity; managed via Google analytics and ad-words campaigns.
- Project managed aspects of TSC's re-brand activities.

Canon USA - Senior Configuration Analyst (Freelancer)

February 2006 – June 2006

- Coordinated and conducted sessions with client to ultimately produce the Business Requirement Definition documents for all DC (distribution centre) inbound and outbound processing.
- Collected and documented the DC standard operating procedure that the WMS supported.
- Configured the Tecsys WMS application to support the inbound and outbound process, warehouse procedure, and data process and user definition.
- Conducted end-to-end testing of all configuration and modifications in multiple WMS and TMS environments.
- Devised and conducted process and application function training required to support new warehouse procedure.
- Provided post go-live support for warehouses.

The Home Depot - Senior Business Analyst (Freelancer)

March 2007 – February 2008

- Managed various project activities, such as DC (distribution centre) communications and finance reporting.
- Acted as communication liaison for IT and deployment teams during an initiative to update the RF and network infrastructure of 20 DC's.
- Managed the functional design development and EDI (electronic data interface) team efforts that support the EDI managed ASN (advanced shipping notices) to Manhattan WM (Open Systems) initiative.
- Managed the business requirements gather and functional design development that supported a non-certified vendor receiving process for Home Depot's Rapid Deployment centre (RDC).
- Managed the functional design development of item and vendor load into Manhattan WM.
- Created testing scripts and steps to validate the EAI ASN mapping to Manhattan WM, and the manual creation of ASNs to support unsuccessful systematic bridging.

Cingular Wireless LLC - Network Supply Chain Business Analyst (Employee)

November 2005 – March 2007

- Provided subject matter expertise to application upgrades; including warehouse version (Red Prairie) and planning application (Manugistics to Oracle ASCP) upgrades.
- Identified opportunities, define business cases, gather requirements, and submit RITE (requests for IT engagement) for business process re-development and system interface upgrades to better support the Supply Chain.
- Championed business process and system development opportunities from requirements gather to post-production support (Oracle SDLC).
- Defined the front-end validation, interface upgrades and error handling methods and tools to manage data errors in supply chain applications.
- Acted as business liaison to development and IT teams.

Sony BMG Entertainment Distribution - Logistics Analyst (Employee)

June 2004 – November 2005

- Worked with analyst team to provide cross-support of 5 local warehouses distributed across the USA-Supported the implementation, testing, training and post-support of Sony RFID (Radio Frequency Identification) and TMS (Transportation Management System) implementations.
- Provided floor level operational/ technical support of Sony Distribution processes and WMS/TMS/RFID.
- Provided detailed analysis of critical system issues, and coordinated the resolve with executive management and WMS/TMS/RFID vendor.

01/09/2008–01/06/2015

Founder

Its Bigger Than You Inc., Austin (United States)

I worked with constituent groups including boards, committees, volunteers, and external audiences such as the Texas Schools for the Deaf and Visually Impaired. I built and retained exceptional staffs through volunteers and university students to create excellent work and collaborative environments. I oversaw and coordinated all aspects of budgeting and financial management. I designed and provide technical assistance in areas of board and program development, community assessment, and process/outcome evaluation. I developed and sustained its web and social media presence.

01/08/1998–01/08/2003

Consultant

Accenture, Atlanta (United States)

I provided solution delivery consulting services for the following companies:

- BRITISH AMERICAN TOBACCO (BAT), London, England
- ACCENTURE i2 CENTER OF EXCELLENCE, Dallas, Texas
- SONY, Tokyo, Japan
- TAKEDA PHARMACEUTICALS, Chicago, Illinois
- Aerospace Corporation, El Segundo, CA

EDUCATION AND TRAINING

05/05/1994–05/08/1998

Bachelor of Science

EQF level 6

North Carolina State University, Raleigh (United States)

Textile Technology and Managerial Science

PERSONAL SKILLS

Mother tongue(s) English

Communication skills

- Excellent communication and requirements elicitation skills gained as an international supply chain consultant and business analyst
- Excellent communication and motivation skills gained as an international professional rowing coach
- Excellent communication and entrepreneurial skills gained as a founder of a local non-profit organization

Organisational / managerial skills

- Demand and Supply Management
- Sales and Operations Planning
- Integrated Business Planning
- Entrepreneurial
- Leadership
- Large team organization
- Large education opportunity management

Job-related skills

- Requirements elicitation and management
- Sales and Operations Planning
- Integrated Business Planning
- Supply Chain Network Optimization
- Barloworld Llamasoft Optimiza
- Barloworld Llamasoft Supply Chain Guru
- SAP Crystal Reports Developer
- Oracle Transportation Management (OTM 6.1)
- SAP (HR, ABAP)
- Oracle 11.5.8 (FA, PA, INV, BOM, PO, Supply Chain Suite DP and OM)
- Oracle 11.5.10 (ASCP)
- I2 Demand Planner (5.2)
- I2 Supply Chain Planner
- I2 Collaboration Planner
- I2 Rhythm Link Manugistics 6.1.8 (Demand, Collaborate, Fulfilment)
- Asset Management (Fulcrum Technologies CATS)
- Catalyst Warehouse Management
- Catalyst Transportation Management
- McHugh Red Prairie Warehouse Management
- Manhattan Warehouse Management Open Systems
- Tecsys Warehouse Management
- Tecsys Transportation Management
- RFID (Radio Frequency Identification)
- Google Analytics
- Google Adwords

- Volusion
- Vbulletin
- IdeaScale
- CMS
- Microsoft Excel
- MS Access
- MS Visio
- MS Project
- HTML
- SQL
- Adobe Photoshop 6

Digital competence

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
Proficient user	Proficient user	Independent user	Independent user	Independent user

Digital competences - Self-assessment grid

ADDITIONAL INFORMATION

Projects

Beyond Rivers End | A Ugandan Rowers Journey(Link)

May 2013 – October 2013

Gerald Gamreal Ssemambo, a 20-year-old male single sculler from Kampala, Uganda, has been invited to compete at the 2013 World Rowing Cup, Under 23 Rowing Championships, World Championships in Korea, and the prestigious Holland-Beker Regatta in June. Elite rowing environments, at least from a European standard, do not exist in Uganda. Fortunately, his transportation to these events has been covered by FISA, the World Rowing Organization.

Unfortunately, the elite coaching, methodology and equipment to be competitive on a world stage is something he severely lacks. Basics such as proper nutrition and clothing are also a challenge. This is where we need your help.

Olympic Solidarity, is defined as the "aim is to organize assistance for all the National Olympic Committees (NOC), particularly those with the greatest needs, so that they can develop their own structures to favour the expansion of sport in their country," are noble. It's Bigger Than You feels this is a noble cause.

Our commitment, though, is to ensure that athletes, especially those from NOC's with fledgling rowing federations, have the proper tools they need to be physically, psychologically and emotionally ready for these types of racing environments. Gerald's success inspires future Ugandan athletes to row, and develops Uganda's Rowing Programs for future generations.

Hamadou Djibo Issaka of Niger, who was invited to race in the men's single sculls in the 2012 Olympics, was quoted in a recent article: "When asked about finishing so far behind in his races, the quietly spoken Issaka replied that he was "used to it" and didn't mind..."

The invitation of all athletes should be accompanied with a true commitment to the athlete as well.

Certifications

USRowing America Rows

America Rows Diversity and Inclusion Council Member
Starting October 2013

FISA

Developing Nation Coach
Starting February 2015

Concept 2, Inc

Certified Indoor Rowing Coach
Starting May 2011

USRowing

Level 3 Rowing Coach
Starting May 2010