

# SIMON P. GREATHEAD

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## Experience

- 2011-Present **BRIGHAM YOUNG UNIVERSITY** **PROVO, UTAH**  
**Associate Teaching Professor.** Provide instruction, research, mentoring, and learning in the areas of International Business, Global Negotiations, and Supply Chain and Operations Management. Guest lecturer at Oxford University, Lancaster Royal Grammar School, Institute of Supply Management, and the National Institute of Government Purchasers. Conduct and publish applied, peer reviewed case studies and articles in Harvard Business Review and Ivey Case Center.
- 2010-2023 **SUPPLYTRIX, LLC.** **MAPLETON, UTAH**  
**Owner.** Provide strategic, operational, and supply chain expertise, tools and frameworks for mid to large businesses. Help organizations identify operational and supply chain value and waste streams. Assist in setting up systems and processes to consistently deliver value and eliminate waste. Clients include Johnson & Johnson, Orbital ATK, Little Giant Ladders, Card Services International, DoTerra, Sewell Direct, Profire Energy, Morinda, and Codale.
- 2007 - 2010 **TAHITIAN NONI INTERNATIONAL** **PROVO, UTAH**  
*\$500 million consumer good company*  
**Senior Operations Advisor to the President.** Directed the research, analysis, communication and implementation of operational improvement processes. Assisted in defining global strategy, and made suggestions on the allocation of resources to pursue the company's strategic objectives, including its capital and people. Conceptualized the planning process and helped translate it for line executives. Acted as a facilitator in formally applying strategy to the various business units around the world. Reported directly to the company President.
- 2005-2007 **MELALEUCA OF EUROPE LTD.** **MANCHESTER, ENGLAND**  
*\$1.4 billion consumer good company*  
**Director of European Supply Chain and Operations.** Oversaw the operations of a multimillion dollar Inc. 10 company in Europe (Great Britain, Ireland, and Holland). Improved operational efficiency of the European entity by lowering costs and improving processes. Increased order picking accuracy from 82% to 99.97% and negotiated significant delivery cost reductions. Implemented essential processes to improve inventory accuracy and developed the company's operations handbook of instruction. Managed an international operations team consisting of cost accountants, forecasters, purchasers, warehouse supervisors and IT generalists. Oversaw the hiring, appraisal, and development of employees.
- 2003-2004 **MELALEUCA INC.** **IDAHO FALLS, IDAHO**  
*\$1.4 billion consumer good company*  
**Senior Purchaser.** Purchased material and components for the two largest company accounts, home and health care lines. Negotiated savings in excess of \$3,000,000 in 2003 and ranked as the most effective purchaser in the company. Conducted business to business transactions, managed international vendor relationships and oversaw budget and financial analysis for the two largest company product lines.

## Education

- 2010 **HENLEY BUSINESS SCHOOL, UNIVERSITY OF READING – MBA OXFORD, ENG.**  
*Ranked #22 in the World, #2 in the UK, and #7 in Europe (Economist, 2014)*  
Masters Degree in Business Administration. Special emphasis in Supply Chain Management, Knowledge Management, Leadership and Strategic Management. Research and produced a peer reviewed dissertation on ‘The Relationship between Perception and Performance of MNEs.’
- 2003 **BRIGHAM YOUNG UNIVERSITY - BS PROVO, UTAH**  
Bachelor of Science Degree in Business Management  
President of the Marriott School of Management Alumni Chapter in Europe

## Service

- 2013-Present **WORLD TRADE ASSOCIATION OF UTAH PROVO, UT**  
Vice-President
- 2019-Present **MARRIOTT SCHOOL MENTAL HEALTH COMMITTEE PROVO, UT**  
Chairperson
- 2012-Present **MARRIOTT SCHOOL STUDENT CLUBS PROVO, UT**  
Faculty advisor to the Global Management Student Association.  
Faculty advisor to the Global Supply Chain Association (Until 2020)
- 2022 **MARRIOTT SCHOOL GSCM ADVISORY BOARD PROVO, UT**  
Faculty advisor to the Global Supply Chain Advisory Board. Steering committee made up of 25 of the most qualified supply chain executives and friends to BYU Marriott.

## Skills/Qualifications

- 20 Years International Management Experience
- Board Level Experience
- Microsoft Suite Certified
- 5 Years French Language Training (College and In-Country Experience)
- Certified Karass Negotiator (3 Years Negotiating Experience)
- 2 Years Volunteer work as a missionary for The Church of Jesus Christ of Latter-day Saints