



**Donna Donato; Vice President
Strategic Sourcing & Business Enablement / Global Supply Management
American Express**

Donna is currently the Vice President of Strategic Sourcing and Business Enablement for American Express, managing all supplier spend for the company. Donna leads a large, diverse team of colleagues operating in all regions globally partnering across all parts of business. Donna's approach to strategic sourcing is transforming American Express' procurement function into a competitive strategic asset for the company. Under Donna's leadership, American Express is experiencing more agility, speed-to-market while reducing operating costs, and increasing investment capacity for the business.

Donna comes to American Express after several leadership roles within the Life Sciences industry including Cigna, Pfizer, Zoetis and Bristol Myers Squibb. In these roles, Donna oversaw corporate spending in the areas of Technology, Finance, HR, Real Estate, Legal, Marketing and Professional Services. When she joined Zoetis leadership team, Donna not only stood up procurement organization for newly publicly traded company, but also established global real estate and facilities management function, managing real estate in about 100 countries. Throughout her career, Donna has structured strategic deals across multiple business units and drove innovative supplier strategies that delivered significant value to the business.

Donna is passionate about driving the procurement profession further in 21st century and changing perception of the profession. With her husband Chris, who is a global sales leader, they are a husband and wife team who sit at the seemingly opposite sides of the table, leading, structuring and closing large enterprise deals. At home, they sit at the dinner table managing life with three busy teenagers, a few pets, and an extended global family. Their deep experiences and divergent perspectives have led to unique insights around how business gets done. They are launching a series of conversations sharing their own experiences and stimulating discussion on how to drive the needed evolution of the sales and procurement professions.

Donna is a committed supporter of the advancement of woman, diversity and inclusion, mentoring and supporting many throughout her career. Donna contributes to several non-profit and humanitarian organizations focusing on sustainable positive impact in impoverished areas of the world. Donna is also an advisor for Tigerlabs, Princeton, New Jersey's first entrepreneurship center. Originally from Moscow, Russia, she lives with her family in Cranbury, New Jersey.



Jackie Karlovich
Director of Strategic Services, Micro-Data Systems

Jackie Karlovich is the Director of Strategic Services at Micro-Data Systems. She works with technology and supply chain executives across industries to build successful teams and high performing IT environments. At MDS, she has overseen the in-house recruiting teams as well as service delivery operations. Her background in human resources provided a groundwork for developing successful recruiting processes and building long term business relationships with consultants. Jackie is well versed in the people and technologies (ERP, WMS, TMS, etc.) that drive supply chains. Her team recruits for procurement, supply chain, and IT engineering professionals on a contract, contract-to-hire, and permanent basis. She has a bachelor's degree in Human Resource Management from Mansfield University of Pennsylvania.



Kevin Ream
AVP, US Supply Chain Kiehls, L'Oréal

Supply Chain and Operations executive with a proven track record of developing talent, reducing costs, and delivering world class service. At PepsiCo, after various leadership roles in Operations, led the Demand and Supply Planning teams for the South Business Unit, with \$3.4 billion in revenue, 14 plants, and 114 locations. Piloted Voice Pick for the company and led the demand planning integration of Gatorade and Tropicana Chill into the Pepsi Beverages Company direct store delivery model for the South Business Unit. In 2012, built out demand planning function and implemented consensus demand planning process at a \$500M + CPG company enabling S&OP implementation, step changing forecast accuracy (120 index to PY) and reducing inventory levels by over 35%. Currently AVP, Demand Planning at L'Oreal as Head of Demand Planning for Lancôme. In 2014 both lag 1 and lag 3 forecast accuracy a 110 index to PY ranking as #1 in the world in L'Oreal Luxury, and reduced excess and obsolete by over 30%. President, Institute for Business Forecasting New York Metro Chapter. Article "How to Measure the Impact of Different Marketing Efforts" published in Journal of Business Forecasting in Winter 2013 - 2014 issue.



Stacy Saunders
Talent Advisory Lead for Corporate Supply Chain?
Unilever

Stacy Saunders is the Talent Advisory Lead for Corporate Supply Chain at Unilever. With a career spanning 20+ years in various aspects of recruiting, she has worked in FMCG, Pharma, Infection Prevention and Health Services.



Jason Breault
Managing Director, LifeWork Search

Mr. Breault is the recipient of the 2017 IBF Excellence in Business Forecasting & Planning award. He is currently the Managing Director of LifeWork Search, a Management Recruiting Firm specializing in demand- and supply planning. He has also spoken at several IBF and APICS events and appeared in several SupplyChainBrain.com videos on the subject of Talent Management. Prior to this, he had stints at AMR Research and Siemens.