

Chris McHugh

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SUMMARY

Dynamic and results-oriented Sales Consulting leader with a proven track record of delivering superior supply chain consulting services and driving successful implementations across diverse industries. Recognized for leadership in project management, resource optimization, and process improvement within SaaS Logistics applications. Adept at fostering customer engagement, identifying pain points, and providing tailored solutions to accelerate client success. Proficient in team leadership and mentorship, driving productivity and elevating brand presence through compelling demonstrations and strategic collaborations.

EXPERIENCE

Principal Solutions Engineer – WMS/OTM, Jan 2018 - Present

Oracle, Jacksonville, FL

- Led RFI/RFP responses, conducted on-site discoveries, and delivered dynamic tailored WMS demonstrations, increasing customer engagement and sales conversions.
- Served as the Emerging Technology Lead Solution Engineer for Oracle's Intelligent Track and Trace application, driving innovation and market differentiation.
- Mentored and coached junior solution engineers, fostering a culture of continuous learning and development to enhance team productivity and product knowledge.
- Collaborated cross-functionally to ensure the success of multi-pillar opportunities, facilitating seamless integration of Oracle's SCM solutions across diverse client environments.
- Conducted comprehensive training sessions for partners and internal sales teams, equipping them with in-depth product knowledge and support to drive sales excellence.

Solutions Consultant – WMS, Nov 2016 – Jan 2018

Softeon, Reston, VA

- Configured and designed processes to meet client requirements and collaborated with offshore teams to ensure accurate implementation of functionality, enhancing client outcomes and project efficiency.

Supply Chain Project Manager, May 2016 – Nov 2016

NAPA Auto Parts, Atlanta, GA

- Aligning resources and cross-functional collaboration and consolidating NAPA's disjointed data into a unified model, enhancing inventory visibility across the entire network and promoting more informed and efficient purchasing patterns.

Senior Supply Chain Solutions Consultant, May 2013 – April 2016

Deposco, Atlanta, GA

- Led full-cycle WMS implementations across diverse industries, aligning resources and driving operational efficiency and client success. Accomplishing over a dozen WMS implementations, including Chick-fil-a and XPO Logistics.

Management Consultant, Sept 2012 – May 2013

Brooks International Consulting - TransCanada, Calgary, Alberta, Canada

- Led fieldwork to enhance the efficiency of TransCanada's Natural Gas Pipeline Integrity Program along Canada's Mainline Pipeline, reducing project timelines and expenditures per dig site through process improvements.

EDUCATION - The University of Alabama: Tuscaloosa, AL

Master of Science in Business, Marketing/Supply Chain Management

Bachelor of Science in Commerce and Business Administration

COMMUNITY INVOLVEMENT: Jax Lacrosse Coach, Jacksonville, Florida