



# Benjamin A. Allen

Supply Chain Executive with Financial Expertise.

Certified OSHA, Lean Six Sigma, HACCP, GMP



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## About Ben

With over 30 years of expertise in Consumer Product Goods (CPG) and Food Distribution, Benjamin (Ben) Allen has established himself as a leader in Demand Planning, Inventory Management, Global Supply Chain, Logistics, Procurement, Transportation, and Warehousing. Currently serving as a Supply Chain Executive in the Food Distribution sector, Ben has also held leadership roles in the CPG industry, from Director to Regional Vice President of Supply Chain. His professional journey includes working with **Fortune 100 companies** such as Colgate-Palmolive, Unilever, and Performance Food Service, as well as **private enterprises** like Baldor Specialty Foods and a **PE-backed startups**.

In 2006, Ben expanded his scope globally as the Executive Managing Director of a Brazilian Exporting and Freight Forwarding company. Under his leadership, the company grew its revenue from \$20M to \$175M. He spearheaded the sourcing of agricultural commodities from Brazil and Mexico, while optimizing in-country logistics including trucking, rail, port operations, and ocean freight. Additionally, he was instrumental in establishing an end-to-end sugar packaging facility. His international expertise includes hands-on experience in markets like China, Brazil, and Mexico.

As a visionary leader, Ben has managed organizations of up to 500 employees (union and non-union), consistently driving "Best In Class" operational practices. His strategic initiatives have achieved a balance between cost efficiency and exceptional customer service. His financial acumen has been key to improving cash flow by implementing inventory management practices that optimize inventory days on hand (DOH) and minimize shrink.

## Key Achievements

- Enhanced warehouse productivity for both receiving and shipping shifts.
- Developed activity-based incentive programs for warehouse employees and drivers.
- Improved transportation asset utilization from 60% to 90%.
- Increased on-time delivery rates from 61% to 92%.
- Reduced driver accident rates through comprehensive training programs.
- Implemented cost-to-service evaluation methods for customer accounts.
- Achieved a 60% reduction in product shortages on trucks.

Ben is a strong advocate of Total Quality Management (TQM), fostering employee engagement and driving cultural transformations within organizations. Most recently, he played a key role in successfully averting unionization at a distribution facility (**Union Avoidance**).

Beyond his professional contributions, Ben serves on advisory boards and was elected to the **Board of Directors at Turia Technology** in 2024. Turia Technology, an EDWOSB/WOSB, is a forward-thinking cloud-managed service provider focused on delivering eco-conscious solutions for public and private sectors. Additionally, Ben is a member of industry organizations such as the Warehouse Education Resource Council (**WERC**), the Institute of Supply Chain Management (**ISM**), and the Association for Supply Chain Management (**ASCM**).

Ben holds a **B.S.** in Accounting and Supply Chain from **Syracuse University's Martin J. Whitman School of Management** and an **MBA** from **Fordham University's Gabelli School of Business**. He has completed executive education programs at the **University of Pennsylvania's Wharton Business School** in **Global Supply Chain Management** and the **University of Michigan's Stephen M. Ross School of Business** in the **CXO Leadership Program**. Furthermore, he is certified in Lean Six Sigma and HACCP (Hazard Analysis Critical Control Points).

**With his extensive education and leadership experience, Ben is well-equipped to support organizations in overcoming today's and tomorrow's economic, operational, and organizational challenges.**