

Find the Missing Link

Supply chain managers are in demand. Does your team have what it takes?

Companies that make and sell goods live and die by their supply chains. One weak link can spell disaster. Find and fill key skill gaps to keep your operation running smoothly.



The Case for Strategic Supply Chains



Less than 1/2 of execs around the world say their organizations **see the supply chain as a strategic asset.**

That's a big mistake.

Companies that view the supply chain as a strategic asset **achieve 70% higher performance.**



Average margins*



*Earnings before interest and taxes

**Based on both financial and supply chain performance, with leaders performing in the top 20% and laggards in the bottom 20%

Average inventory turns per year



For any company that deals with physical goods, **the supply chain is at the forefront of what makes them competitive.**

—Jamin Dick, senior vice president, global supply chain, Borderfree, a retail ecommerce service provider in New York, New York, USA

Supply Chain Managers Are In Demand



Expected growth rate for U.S. jobs in logistics between 2012 and 2022—**double the average growth rate of all occupations**

4



Number of open supply chain positions at the average company

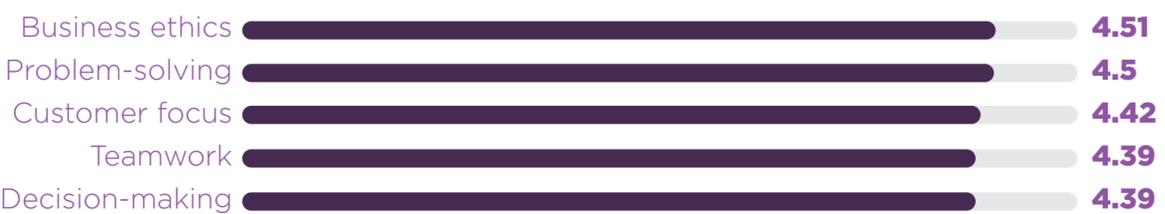


5 months

Average time it takes to fill those positions

Skills Needed for Supply Chain Management

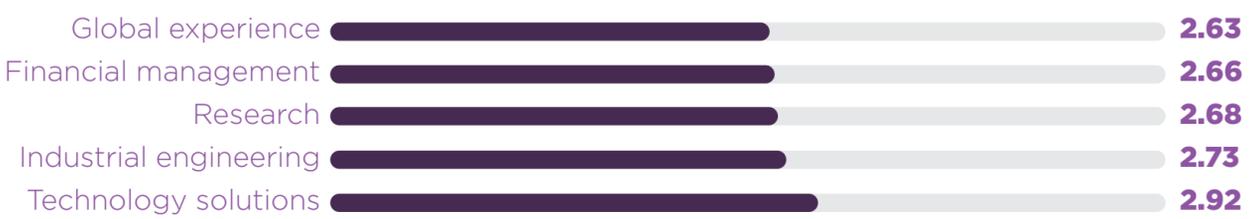
Supply chain management training can help you build the skills to get ahead. **Here's what you need to succeed, according to supply chain professionals in 40 industries:**



*1 being unimportant; 5 being extremely important

Yet some skills are still missing from the talent pool.

Here's how supply chain professionals rated candidate preparedness:



*1 being unprepared; 5 being very well prepared

Look for opportunities to work on projects and programs that deal with inventory and manufacturing processes, like raw-material sourcing or work-in-process reduction.”

—Christopher Bachmann, director of enterprise IT supplier sourcing strategy, value and governance, Hospira, a pharmaceutical company based in Lake Forest, Illinois, USA

Supply Chain 3.0: Data Management

Data management skills combined with supply chain skills make a killer combo.



97%

of supply chain execs say they understand how big data analytics can benefit their supply chain...

...but only 17%

say their organization has implemented them in one or more supply chain functions.

Supply chains run on data and the visibility it provides into what's happening in the business.”

—Jamin Dick, Borderfree

Start building your supplier management capabilities today.

Learn more at <http://cmminstitute.com/capability-areas>.

Sources:

Handbook: Next-generation supply chains, PwC, 2013; Occupational Outlook Handbook, U.S. Bureau of Labor Statistics, Big Data Analytics in Supply Chain: Hype or Here to Stay?, Accenture, 2014; Recruiting and Developing Talent in the Supply Chain, APQC, 2013; Talent: The Future Supply Chain's Missing Link, Supply Chain Insights LLC, 2013



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