

OPERATIONAL EXCELLENCE PRACTICE

It takes a certain kind of executive to know the difference between the right ideas on paper and the right ideas in practice. The best operations executives combine strategic thinking and superior implementation skills to guide an organization to its most efficient and cost-effective state. These executives possess an ability and experience to influence, energize and execute on a global basis.

At Raines, our firm has consistently provided clients with top talent in operational leadership by understanding what is happening in the space and the unique needs of your organization. So whether you are a manufacturer optimizing your production and procurement processes or a services organization looking to enhance your internal business processes, we will design you a custom scorecard to find the best difference maker for your team. We are proud to have served some of the world's leading corporations as they defined, and then refined, what it means to truly have operational excellence and to build the infrastructure required to scale rapidly.

**CHANGE IS
GOING TO
HAPPEN**

**THOSE WHO
EMBRACE IT
TAKE THE**

raines

Our commitment to difference making is an absolute mandate that guides our search for people who create real change. It informs every step of our proprietary process and leads to meaningful success and consequential impact. In every partnership, we pledge to deliver change and to make a difference.



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FUNCTIONS

- Chief Operations Officers
- Chief Supply Chain Officers
- Chief Procurement Officers
- Distribution, Inventory Management
- Quality
- Strategic Sourcing & Procurement

**PLACEMENTS:
OPERATIONAL EXCELLENCE PRACTICE**

**FORTUNE 25 FOOD &
BEVERAGE COMPANY**

- Vice President, Global Procurement

**FORTUNE 500 CPG
COMPANY**

- Chief Procurement Officer

**PRIVATE EQUITY-BACKED
EDUCATION TECHNOLOGY**

- Vice President, Operations

**MULTIBILLION DOLLAR
GLOBAL AEROSPACE
SUPPLIER**

- Chief Operating Officer

**PRIVATE EQUITY-BACKED
BEHAVIORAL HEALTHCARE
COMPANY**

- Chief Operating Officer

**MULTIBILLION-DOLLAR
WEALTH MANAGEMENT AND
PRIVATE BANK FIRM**

- Director, Technology and Operations Planning

**PRIVATE EQUITY-BACKED
DENTAL SERVICE COMPANY**

- Vice President, Operations

**MULTIBILLION DOLLAR
DATA SYSTEMS COMPANY**

- Chief Procurement Officer

**MULTIBILLION-DOLLAR
PET FOOD COMPANY**

- Vice President, Operations
- Vice President, Procurement

**PRIVATE EQUITY-BACKED
CONSUMER GOODS
MANUFACTURER**

- Senior Vice President, Optimization

FORTUNE 50 RETAILER

- Vice President, Global Brand Imports

**MULTIBILLION DOLLAR
MEDIA COMPANY**

- Vice President, Call Center Operations

**OPERATING GROUP OF TOP
5 PRIVATE EQUITY FIRM**

- Managing Director, Procurement and Supply Chain
- Principal, Indirect Procurement
- Principal, Direct Sourcing
- Principal, Retail and Consumer Merchandising and Procurement

**MULTIBILLION DOLLAR
INDUSTRIAL RETAILER**

- Chief Operating Officer
- Divisional Vice President, Strategic Sourcing
- Divisional Vice President, Inventory Management