

Form Name:	Meet a Member 2024 Application
Submission Time:	December 14, 2023 9:30 am
Browser:	Chrome 120.0.0.0 / Windows
IP Address:	68.179.130.105
Unique ID:	1174405247
Location:	42.3313, -83.4656

Name	Jeff Metersky
CSCMP ID Number	468392
Email	Jeff.Metersky@gainsystems.com
Company	GAINS
Title/Current position	VP of Solution Strategy
Education	BSIE, Industrial Engineering - University of Illinois, MBA, Materials & Logistics Management - Michigan State University
LinkedIn URL	linkedin.com/in/jeff-metersky-4235
When and why did you join CSCMP?	I joined the CSCMP, which was known as CLM at the time, in the late 1980s, seeking professional development and networking opportunities, which were crucial for me early in my career. Being a part of CSCMP's professional community has provided me with insights, connections, and knowledge.
What advice do you have for new CSCMP members on how they can maximize their membership value? What membership benefit do you find most valuable?	The research and publications CSCMP offers are extremely useful. My advice for new CSCMP members looking to maximize their membership should focus on two key aspects: 1. Leverage Local Roundtables: While the national conferences are significant, the real, day-to-day value often comes from participation at the local level. These roundtables provide opportunities for networking, learning from peers, and staying informed about local industry developments. They're a platform for both personal and professional growth. 2. Attend National Conferences: Although I emphasize the importance of local engagement, the broader perspective gained at national conferences is invaluable. These offer a chance to understand industry trends on a larger scale and network with a more diverse group of professionals.
What has been the most impactful connection you have made through CSCMP membership?	The most impactful connection I have made through my CSCMP membership isn't tied to a single individual. Over the years, it has been rewarding to have presented and acted as a track chair at conferences and roundtables. It allowed me to share my knowledge and insights and also to learn from other supply chain professionals.

How did you get into supply chain management/logistics?

After graduating from the University of Illinois with a degree in Industrial Engineering. I was hired as the first industrial engineer at AC Spark Plug, a division of General Motors, with a focus on materials management and logistics rather than the more traditional manufacturing processes. This laid the foundation for my career. My interest in and exposure to these aspects of business operations and transportation led me to pursue an MBA in supply chain management from Michigan State University.

Describe your job in a tweet (i.e. 140 characters).

Driving GAINS' supply chain vision to enhance value for clients with better, faster, and more efficient decision-making.

What are your top three job responsibilities?

My top three job responsibilities encompass a blend of strategic vision, operational leadership, and thought leadership:

1. Setting the Overall Vision and Strategy: My primary responsibility is to define and guide the overarching vision and strategic direction for GAINS. This involves understanding market trends, anticipating future challenges and opportunities in supply chain management, and ensuring that our company's goals align with these insights.

2. Driving Supply Chain Design: I am tasked with leading and advancing the supply chain design business unit within GAINS. This involves overseeing the development and implementation of solutions that address complex supply chain challenges, ensuring that we deliver innovative and effective strategies to our clients.

3. Thought Leadership: A significant part of my role involves acting as a thought leader in the industry. This includes sharing insights via the GAINS On Podcast and GAINS blog, best practices, and emerging trends with our customers and the wider supply chain community. It's about not only guiding GAINS internally but also contributing to the broader conversation in the field of supply chain management, helping our customers and other supply chain professionals understand and adopt our technology and approaches effectively.

What is the biggest challenge you face on the job, and how are you managing it?

At GAINS, the biggest challenge I face in my role is helping guide the organization through significant changes and growth. This involves a combination of strategic leadership, effective communication, fostering a culture of adaptability, collaborative decision-making, and maintaining a strong focus on customer needs and market trends.

What technologies, trends, or disruptive forces do you see having the biggest impact on supply chains?	Today, companies operate in a VUCA environment (Volatility, Uncertainty, Complexity, Ambiguity), marked by rapid and unpredictable change. Supply chains must undergo profound transformations driven partly by consumer demand and behavior shifts, environmental considerations, and the complex global geopolitical landscape. In addition to financial and service performance tradeoffs, supply chain decision-makers must consider resiliency, adaptability, and sustainability goals and objectives. This involves investing in technologies like GAINS that enhance flexibility, developing risk management strategies that can account for various scenarios, and helping cultivate a proactive and responsive culture open to change and focused on service.
If you were to start a company from scratch, what values would you build it on?	Customer-Centric Approach: Placing the customer at the center of every activity is key. This involves understanding their needs, exceeding their expectations, and continuously striving to provide value in the solutions and services. It's about building long-term relationships rather than focusing solely on short-term gains. Continuous Improvement and Innovation: The business landscape constantly evolves, and a commitment to constant improvement and innovation is vital. This value encourages a culture of curiosity and a mindset of seeking new methods, technologies, and ideas to stay ahead in the industry. Embracing Failure as a Learning Tool: A culture that understands the value of failure as part of the learning and growth process is critical. Encouraging calculated risks and viewing failures as opportunities to learn and improve can drive innovation and success in the long run.
What are you proudest of?	The aspect of my career that brings me the most pride is my work's tangible impact on customers. Over the years, the consistent feedback I've received is that my pragmatic approach to problem-solving in supply chain management has led to significant value for my clients. This sense of accomplishment comes from knowing that the solutions and strategies I've been a part of have not only met but often exceeded the expectations of those I have served.
If you could interview anyone, who would it be and why?	I'd like to interview my biological father. It would be an opportunity to learn about his side of my family. Understanding where one comes from would provide an increased sense of belonging.
What was your childhood dream job?	I wanted to become a professional football player. Growing up, I was passionate about football and aspired to play professionally. While I eventually realized that a career in professional football might not be in my future, the dream shaped my approach to teamwork, strategy, and perseverance - qualities that have been invaluable throughout my career in supply chain management.

When you retire, what will be the first adventure you take, or what will be the first thing you will do for which you may not otherwise have had the time?

After retirement, I plan to spend time and energy becoming a professional poker player. Poker has always intrigued me with its blend of strategy, math, psychology, and decision-making under incomplete and imperfect information. I'd like to apply the strategic thinking and decision-making skills I've honed over the years in a different arena.

**Write your own question and answer!
What have we not asked that would be interesting for other CSCMP members to learn about you?**

Question: What key lesson from your experience in supply chain management would you pass on to those starting in the field?

Answer: One key lesson I've learned throughout my career in supply chain management, which I find crucial to pass on to those starting in the field, is the importance of embracing change and uncertainty as opportunities for innovation and growth.

Are you available for a virtual video interview for the CSCMP Member Monday series?

Yes!
