

Form Name:	Meet a Member 2024 Application
Submission Time:	December 6, 2023 4:09 pm
Browser:	Chrome 119.0.0.0 / OS X
IP Address:	107.200.231.250
Unique ID:	1171654519
Location:	33.2339, -96.7981

Name	Joseph Bozzo
CSCMP ID Number	463464
Email	jbozzo@monolets.com
Company	MonoLets
Title/Current position	Executive Vice President and Head of Sales
Education	Palm Beach Atlantic/Southern New Hampshire University - Bachelors/MBA w/concentration in Supply Chain Management & Operations
LinkedIn URL	https://www.linkedin.com/in/joseph-bozzo-mba-aaa760243/
When and why did you join CSCMP?	I have had the privilege of being a member of CSCMP on multiple occasions, initially with Project44, VizionAPI, Dropit, and most recently MonoLets, where we recently signed up. Joining CSCMP has been a deliberate choice for us, driven by the belief that this community provides an excellent platform for like-minded individuals within the supply chain space. The collaborative environment allows us to share innovative ideas, foster mentorships, and leverage the latest technologies.

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?

My advice for new CSCMP members is to actively engage and participate in the myriad opportunities the organization offers. The more involved you are, especially in local events like roundtables and the annual EDGE conference, the greater the value you'll extract from your membership.

Participation is key in fostering connections, gaining insights, and staying updated on the latest trends and innovations within the supply chain industry. Attend workshops, join discussions, and network with fellow members to tap into a wealth of collective knowledge. The relationships built through these interactions can be invaluable, providing not only solutions to individual challenges but also opening doors to collaborative efforts.

From my experience, the most valuable membership benefit lies in the diverse range of resources and knowledge-sharing platforms. Whether it's accessing industry reports, attending webinars, or engaging in mentorship programs, CSCMP offers a comprehensive toolkit to help members navigate the ever-evolving landscape of supply chain management. By actively participating and leveraging these resources, members can not only solve immediate challenges but also discover more efficient ways to navigate the complex and dynamic pace of the industry.

What has been the most impactful connection you have made through CSCMP membership?

Through my CSCMP membership, I've had the privilege of forging impactful connections across diverse facets of the supply chain industry. From engaging with professionals in the technology sector to connecting with former analysts and practitioners actively shaping the field today, CSCMP has been a catalyst for expanding my network.

The most noteworthy aspect has been the opportunity to deepen existing relationships and advance collaborations. It's remarkable to note that virtually everyone I consider a serious player in addressing today's supply chain challenges is affiliated with CSCMP. This shared commitment to excellence and problem-solving within the community has not only broadened my perspectives but has also proven instrumental in navigating the complexities of the ever-evolving supply chain landscape.

How did you get into supply chain management/logistics?

I began my journey in supply chain management and logistics early in my career, initially serving as a General Manager and later advancing to the role of Vice President within the retail sector. Motivated by a desire to delve deeper into the intricacies of supply chain operations, I ventured into entrepreneurship by establishing my own Linens Logistic Business. In this capacity, I not only owned and operated a fleet but also managed warehouse operations, engaged in pick and pack activities, and gained valuable experience in sourcing overseas.

My professional trajectory then led me to Gartner Supply Chain Tech, where I collaborated closely with practitioners and solutions providers. This role provided me with insights into the challenges faced by industry professionals as they sought to address everyday supply chain complexities. Following this, I transitioned to Project44, where I played a pivotal role in the realm of visibility solutions, particularly in over-the-road and ocean freight.

Continuing my journey in the supply chain technology domain, I assumed a leadership position in sales at VizionAPI. These experiences further honed my understanding of the critical role visibility plays in enhancing supply chain efficiency. I then served as the Head of Sales and Global VP at Dropit, spearheading efforts to provide an enterprise platform that connects disparate systems for retailers and stakeholders, focusing on leveraging AI for decision-making to optimize fulfillment and balance inventory needs. Currently, I serve as the Executive Vice President and Head of Sales at MonoLets. At MonoLets, we are at the forefront of revolutionizing supply chain visibility and efficiency through our advanced IoT tracking solutions. Our proprietary mesh network technology offers seamless and reliable real-time tracking and monitoring of assets in both transit and warehouse environments. This significantly reduces manual processes, enhances sustainability initiatives, and minimizes shrinkage. We leverage AI-driven analytics to deliver actionable insights, enabling our clients to make informed decisions that optimize their supply chain operations. Completing my MBA with a concentration in Supply Chain Management & Operations has further equipped me with the knowledge and skills to drive these innovations and deliver exceptional value to our customers.

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

Leading sales at MonoLets, revolutionizing supply chain with IoT tracking, AI-driven insights, and real-time asset monitoring to optimize operations.

What are your top three job responsibilities?

Strategic Business Development: Crafting and executing sales strategies, cultivating key partnerships, and identifying growth opportunities to expand Monolet's market presence.

Client Relationship Management: Building and nurturing relationships with clients, understanding their unique needs, and ensuring satisfaction by delivering tailored solutions that address their supply chain challenges.

Team Leadership and Collaboration: Leading the sales team, fostering a collaborative environment, and ensuring alignment with organizational goals. Collaborating cross-functionally to integrate sales efforts with product development and customer success for seamless service delivery.

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

The biggest challenge in my role is navigating the fast-paced nature of our business. To address this, I prioritize staying agile and adaptive, constantly reassessing strategies to align with industry shifts. A key focus is consistently customizing solutions for unique customer problems, ensuring our data is not just actionable but actively contributes to problem-solving. We're committed to translating data insights into tangible KPI improvements, ensuring our solutions are dynamic and responsive to the evolving needs of our customers. This requires a proactive approach to problem-solving and a dedication to delivering results that go beyond data accumulation.

What technologies, trends, or disruptive forces do you see having the biggest impact on supply chains?

The most impactful forces on supply chains include a shift towards openness in data sharing and strategic partnerships. Collaboration is pivotal, recognizing that no singular product or solution fits all global challenges. Shared networks facilitate collective problem-solving, making compliance a crucial factor. Instead of accumulating numerous technologies, there's a growing need for a single system of records that seamlessly connects all facets. This integrated approach fosters harmony and allows machine learning to play a substantial role in making informed decisions that precisely align with the evolving needs of supply chain management.

If you were to start a company from scratch, what values would you build it on?

If starting a new company, I would instill values similar to those I applied with Premier Linen & Supply Corp. Customer-centricity would remain paramount, emphasizing a deep understanding of our customers' needs and consistently operating with integrity. Prioritizing solutions over sales ensures long-term success, as satisfied customers become advocates, fostering organic growth through positive word of mouth. This commitment to problem-solving, aided by appropriate technology, not only addresses immediate needs but also builds a reputable and trusted brand in the competitive landscape of supply chain management.

What are you proudest of?

I take great pride in the network I've swiftly built, thanks largely to organizations like CSCMP. Through these connections, I've not only earned opportunities but also propelled my career forward with measurable results. Active participation in these professional communities has truly showcased the power of networking, and turning opportunities into successes reflects my dedication and proficiency in the field of supply chain management.

If you could interview anyone, who would it be and why?

If given the chance, my top pick for an interview would undoubtedly be Elon Musk. His remarkable combination of risk-taking, innovation, and technological prowess is awe-inspiring. I am fascinated by his ability to transform bold ideas into reality, leading to not only personal success but also contributing positively to the environment. Musk's journey exemplifies how to navigate seemingly impossible challenges and emerge victorious. Learning firsthand about his strategies, thought processes, and insights would be an invaluable experience, shedding light on the intersection of visionary thinking, business acumen, and positive impact.

What was your childhood dream job?

Growing up, my childhood dream job was a blend of the typical aspirations, such as playing in the MLB, NBA, or NFL, and a deep passion for law enforcement. For the majority of my early years, being a police officer was the goal, driven by a genuine desire to contribute to public safety. However, as I progressed in life, my ambitions evolved. Later on, I set my sights on challenging myself to build businesses from the ground up and aspire to financial success. This shift marked a transition toward entrepreneurship and a pursuit of broader opportunities.

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?

Upon retirement, my foremost adventure will be to travel the world. I've harbored a deep-seated desire to explore and immerse myself in diverse cultures, understanding how people on the other side of the globe live. This aspiration to touch as many points of the world as possible has been a long-standing dream, one that I plan to fulfill once I have the time and my three small kiddos are ready to embark on their own journeys outside the nest. The prospect of gaining firsthand experiences from different corners of the globe is both exciting and enriching.

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

Q: What motivates you, or in other words, why do you get up in the morning and work as hard as you do?

A: My family is the driving force behind my daily motivation. I have a wife and three kids - a 9-year-old boy, a 6-year-old girl, and a 3-year-old boy. Each of them serves as a powerful motivator for everything I do. It's not just about providing for them but also about instilling in them the importance of passion, hard work, self-challenge, and finding success. I owe it to my family to demonstrate the dedication to my work, to show them the value of perseverance, and to make meaningful impacts on those around us through servant leadership and an empathetic approach. They are the reason I strive to make a positive difference every day.

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

Yes!
