

DAVID HYDE

CONTACT

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SUMMARY OF QUALIFICATIONS

- Demonstrated strong Product Development, Sourcing, Program Management, and Operations knowledge.
- Proven experience as a leader with sound management and team building skills.
- Proven track record of delivering results
- 4-Year expat assignment in Shenzhen, China

SKILLS

- Management Skills
- Leadership
- Critical Thinking
- Negotiation
- Product Development
- Supplier Management
- Process Optimization

EDUCATION

Master's Degree

Business Administration, 2009
Babson College - Babson Park, MA

Bachelors Degree

Mechanical Engineering, 2000
Wentworth Institute of Technology - Boston, MA

PROFESSIONAL SUMMARY

Over 24 years of progressive experience managing various projects and groups in a variety of industries, markets, and fast-paced environments. Superior leadership skills, practiced in directing cross-functional global teams to deploy product development, sourcing and manufacturing best practices. I have acquired a strong mix of business and technical skills that can lead diverse teams to new levels of success.

WORK EXPERIENCE

Product & Business Lead 05/2024 - Present Orbit Innovations

Lead all interactions (sales, business development, product and program management) for key accounts, managing in-store and online programs.

- Accounts: Walmart, Sam's Club, Target, CVS, Best Buy
- Category Focus: Appliances, Electronics, Home Decor, Outdoor

Sr. Director Product Development 05/2022 - 05/2024 Zagg, Inc

Led the Product Development, Design and Engineering teams for the mophie brand (mobile power and accessories).

- Redefined the go to market process to maximize sales and minimize the time to market.
- Revamped the supplier base to bring on tier 1 suppliers and end engagement with underperforming suppliers.

Director Product Development 08/2016 - 04/2022 Walmart, Inc

Developed and drove the strategic vision, innovation and execution of Walmart's Private Brand Entertainment business. Led a Product Development & Sourcing team to develop a customer-driven assortment.

- Led the relaunch of the onn. brand and grew it to over a \$2B brand.
- Grew Private Brand +61%, 51% & 31% YoY
- Managed purchased of \$1.6B annually across 740 items.
- Focused on quality by driving a 4.4 average item star rating, while lowering returns and defectives.

Director Product Development 08/2007 - 2/2016 Staples, Inc

Established an accomplishments-driven career highlighted by rapid acceleration to increasingly responsible positions, including a 4-year expat assignment in Shenzhen, China.

- Managed purchases of ~\$350M
- Developed bidding process that led to ~\$25M in cost savings
- 2012 CES Innovation & Design Award for Staples brand High Speed Paper Shredder
- Top rated paper shredder by Consumer Reports (December 2011)

ADDITIONAL EXPERIENCE CAN BE PROVIDED