

# Coaching Executives in Process Improvement

## Logistics & Distribution

**Scale: 81 employees | \$200M (USD) Annual Revenue**

Adonis Partners helped a logistics company close the gap in leadership capabilities, resulting in an executive team equipped with Lean Six Sigma expertise.

- ✓ Built executive alignment around Lean Six Sigma and [change management](#) methodologies
- ✓ Equipped various leaders with White and Yellow Belt training including expert guidance from a Master Black Belt coach
- ✓ Laid the groundwork for a lasting culture of data-driven decision-making



**12%**

Reduction in Unprofitable Shipments

**47%**

Improvement in Brokerage Productivity in 12 months

**30**

Employees Trained in Lean Six Sigma

An international logistics and distribution provider sought to embed process improvements into their leadership approach. Adonis Partners was brought in as an expert in Lean Six Sigma and change management training, tasked with equipping executives to lead initiatives that would drive measurable results.

Though highly experienced in supply chain operations, the executive team lacked formal exposure to [continuous improvement \(CI\) methodologies](#). Adonis' consultants developed a high level training program to close this gap—beginning with a half-day introductory White Belt session. This was followed by Yellow Belt training where projects were identified, leaders were nominated to attend the training, and then lead each project to fruition with the aid of Adonis' Master Black Belt coach. Selected individuals went through kaizen training: 5 days of learning technical tools and team facilitation followed by project execution. The combination of structured training and hands-on application ensured that CI methodologies were not only learned but implemented across the entire organization.

By equipping leaders to drive change, the client accelerated progress company-wide and successfully completed key projects. A total of 12 people were trained at the Yellow Belt level and a broader shift towards data driven decisions was instilled in the leadership team. With internal capability built at the top, the company was now positioned to tackle ongoing performance improvements.