

## Contact

[www.linkedin.com/in/tommy-tucker-917630b](https://www.linkedin.com/in/tommy-tucker-917630b) (LinkedIn)

## Top Skills

Procurement

Petroleum

Strategic Sourcing

# Tommy Tucker

Procurement Manager at Halliburton  
Dallas/Fort Worth Area

## Experience

Halliburton  
Procurement Manager

Halliburton  
Procurement Manager for Halliburton  
1976 - 2011 (36 years)

Halliburton  
Procurement Manager for Halliburton  
1976 - 2011 (36 years)

Halliburton  
Project Coordinator  
January 1990 - December 2000 (11 years)  
Managed Real Estate Services projects for the MPL's

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## Contact

[www.linkedin.com/in/kittyelshot](http://www.linkedin.com/in/kittyelshot)  
(LinkedIn)  
[kittyelshot.tumblr.com/](http://kittyelshot.tumblr.com/) (Other)

## Top Skills

Cross-functional Team Leadership  
Process Engineering  
Process Improvement

## Languages

Dutch (Native or Bilingual)

## Honors-Awards

Society of Women Engineers -  
Rocky Mountain Section Newcomer  
Award  
NMBAA General Electric Lloyd  
Trotter Scholar

## Publications

Thermally activated silver diffusion in  
chalcogenide thin films  
The Balancing Act of DP Flow Meter  
Selection  
Low-Friction Coatings for  
Air Bearings in Fuel Cell Air  
Compressors  
Diffusion of 18 Elements Implanted  
into Thermally Grown SiO<sub>2</sub>

## Patents

Method and Structure for Poly/Poly  
Cap in a BiMOS Process

# Kitty Elshot

Senior Vice President, Procurement Manager at Bank of America  
Dallas/Fort Worth Area

## Summary

Self-driven business professional with operations management experience . Action oriented, entrepreneurial spirited, innovative, decisive, collaborative, strong work ethic and proven ability to effectively lead cross-functional and cross-cultural(global) teams. Adaptable, resilient, able to champion change, manage ambiguity, and navigate within a matrixed organization. Skilled at managing up, down, and across. Excellent verbal and written communication skills. Solid interpersonal skills coupled with strong strategic, technical, and analytical capabilities to consistently drive results.

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## Experience

Bank of America  
Senior Vice President, Procurement Manager  
October 2017 - Present  
Dallas/Fort Worth Area

Federal Reserve System  
Procurement Sourcing Manager  
September 2014 - March 2017 (2 years 7 months)  
Dallas/Fort Worth Area

Emerson  
Manager - Procurement, Supply Chain, Strategic Planning  
July 2007 - July 2014 (7 years 1 month)  
Emerson MBA Corporate Sponsorship Program - global MBA leadership  
development program 2007-2014  
Supply Chain Performance - Micro Motion - Boulder, Colorado  
Procurement Planning - Emerson Process Management - St. Louis, Missouri  
Marketing - Rosemount Measurement - Chanhassen, Minnesota  
Strategic Planning - Rosemount Measurement - Chanhassen, Minnesota  
Corporate Strategic Planning - St. Louis, Missouri

Texas Instruments  
Process Engineer  
May 2002 - July 2006 (4 years 3 months)  
Dallas, Texas

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## Education

Vanderbilt University  
Master of Business Administration (MBA), Strategy, Operations, and Marketing

University of Central Florida  
Master of Science (M.S.), Materials Science & Engineering

Southern Methodist University  
Certificate, Graduate Business Analytics

Bethune-Cookman University  
Bachelor of Science - BS, Physics w/minor in Mathematics

## Contact

[www.linkedin.com/in/savannah-tsang-39481b82](http://www.linkedin.com/in/savannah-tsang-39481b82) (LinkedIn)

## Top Skills

Airlines

Airports

Commercial Aviation

## Languages

English (Native or Bilingual)

Chinese (Native or Bilingual)

Cantonese (Native or Bilingual)

# Savannah Tsang

Product Coordinator at Gemmy Industries Corporation  
Dallas/Fort Worth Area

## Experience

Gemmy Industries Corporation  
Product Coordinator  
January 2015 - Present

Harwood International  
Procurement Manager  
April 2014 - Present  
Dallas, Texas

EVA Airways  
Assistant Manager  
February 2005 - April 2014 (9 years 3 months)

Standard & Poor's  
Administrative Assistant  
May 1996 - August 1996 (4 months)  
Administrative Assistant (Summer Job) in Hong Kong

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## Education

Dallas Baptist University  
Master of Business Administration (MBA), International Business,  
marketing · (1999 - 2000)

Dallas Baptist University  
Bachelor of Business Administration (BBA), Management Information  
Systems, General · (1995 - 1998)

## Contact

[www.linkedin.com/in/ktrischettstrategicsourcing](http://www.linkedin.com/in/ktrischettstrategicsourcing)  
(LinkedIn)  
[www.bechtel.com](http://www.bechtel.com) (Company)  
[www.internationalpaper.com](http://www.internationalpaper.com)  
(Company)

## Top Skills

Supply Chain Management  
Supply Chain  
Strategy

## Certifications

Initiating and Planning Projects  
Budgeting and Scheduling Projects  
by University of California, Irvine  
Managing Project Risks and  
Changes by University of California,  
Irvine on Coursera

# Kevin Trischett, Procurement, Sourcing, Sales

Supplier Performance|Strategic Sourcing|Procurement|  
Company Turnaround|Crisis Manage|Sales  
Frisco, Texas

## Summary

Demonstrates leadership aligning cross functional organizations to transform problem areas into successful outcomes. Able to leverage broad industry experience to drive company goals. Overall accomplishments enhanced by incorporating 10 year career in sales and sales management into strategic sourcing activities. Career distinguished by consistently driving margin lift through collaborative practices and cost reduction initiatives. Strong leadership in extreme and challenging business environments. Proficient in building value based long-term relationships with internal and external stakeholders. Business skills and abilities that are suitable in any industry.

### Specialties:

- Procurement
- Supplier Interventions
- Collaboration Activities
- Supplier Performance
- Supplier Relations
- Negotiating/Purchasing
- Leadership
- Communication Excellence
- Strategic Sourcing
- Logistics/Transportation
- Crisis Management
- Company Transformation
- Restructuring Activity
- Inventory Management
- Sales
- Business Developement
- Team Building
- Relationship Establishment

-Relationship Management

-LEAN

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## Experience

Bechtel Corporation

Deputy Procurement Manager WSLNG

June 2014 - Present

Houston

Assigned to \$15B Australian LNG project as a senior procurement manager to lead schedule recovery initiatives on key at risk capital procurements and mitigate commercial impacts. This role requires strong cross functional leadership and coordination between procurement, engineering, construction and client stakeholders to meet project deliverables. Developed project management skills.

- Improved delivery schedule by five months for large key capital equipment order by sub-contracting
- Leading procurement and engineering teams securing asset register data tables from global suppliers
- Currently assigned to multiple at risk suppliers to develop and drive improvement plans

Bechtel Corporation

Supplier Performance Manager

January 2013 - Present

Houston TX

Appointed to created position driving supplier performance initiatives across all Global Business Units. Individual contributor role requiring cross functional leadership to achieve strategic goals. Focused on supplier qualifications, supplier scorecards, collaboration and risk mitigation strategies.

- Developed first operational excellence program for Supplier Quality and Expediting functions
- Avoided \$49MM payment to a key equipment supplier for cost overruns through contract restructuring
- Eliminated \$200MM Liquidated Damage risk from client by supplier management initiatives
- Led cross functional supplier satisfaction survey aimed at reducing total acquisition cost-Stage One
- Improved on time shipment metrics averaging 8% with targeted supplier interventions

- Significant contributions in rebranding of BSQE subsidiary of Bechtel

## Clifford Paper

### Sales

May 2012 - March 2013 (11 months)

National

Providing paper solutions to packaging, printing and converting companies.

## T&C Consulting

### Partner

October 2010 - December 2012 (2 years 3 months)

Frisco TX

Providing solutions to companies with sourcing, operational improvement and cost reduction needs

## National Envelope

### SVP Strategic Sourcing and Logistics

October 1995 - March 2012 (16 years 6 months)

Frisco TX

Reported to COO. Lead procurement and strategic sourcing organization with annual spend budget of \$400MM+ and five direct reports. Key relationship holder with all strategic suppliers. Appointed to C level leadership team charged with driving strategic plans and company transformation.

- Negotiated \$2.1MM in raw material costs reductions by leveraging market dynamics
- Directed \$8MM collaborative supply chain savings plan with largest supplier
- Negotiated \$400MM in trade credit pay terms in 30 days post bankruptcy
- Recouped \$700K in freight expense by instituting corporate fuel surcharge program
- Delivered \$25MM additional working capital by negotiating extended payment terms
- Saved \$2MM in outbound freight costs by reducing out of region shipments
- Established and executed communication plan to suppliers during bankruptcy and sale proceedings

## American Pad & Paper

### Vice President Materials and Logistics

1995 - 1999 (5 years)

Developed Strategic Sourcing platform. Company transformation executive. Mergers and Acquisitions team member. Due Diligence leader for sourcing

and logistics on acquisitions. Supplier consolidation expert. Managed corporate purchasing department with budgeted annual spend of \$375MM+ and seven direct reports. Reported to COO. Designed purchasing organization to support rapid acquisition strategy and sales growth.

- Saved \$15MM in material costs over two years developing centralized purchasing strategy.
- Reduced \$120K in labor costs by establishing centralized purchasing team
- Saved \$300K in labor costs by outsourcing freight payment process
- Increased working capital \$125K from reducing packaging SKU's
- Negotiated \$23MM in key vendor settlements in exchange for credit terms during bankruptcy
- Delivered \$1.5 MM to bottom line revenue by negotiating corporate wastepaper program
- Provided purchasing due diligence on two acquisitions

## International Paper

9 years

### Product Manager

1991 - 1995 (5 years)

Managed secondary P&L and marketing for converting papers business unit. Developed pricing strategies, marketing support, sales programs, product quality, manufacturing initiatives, outside inventory, sales allocation levels and long-range plans.

### District Sales Manager/Senior Sales Rep

1987 - 1991 (5 years)

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## Education

### Northeastern University

Bachelor of Science (BS), Business Management- Marketing

### Vermont Academy



## Contact

[www.linkedin.com/in/anthony-b-brown-c-p-m-ab66281](http://www.linkedin.com/in/anthony-b-brown-c-p-m-ab66281) (LinkedIn)

## Top Skills

Supply Management  
Global Sourcing  
Strategic Sourcing

## Certifications

Certified Purchasing Manager

# Anthony B. Brown, C.P.M.

Professional Services Procurement Manager at Texas Instruments  
Dallas/Fort Worth Area

## Summary

Over twenty years experience in supply chain management, nine years direct experience in Quality Assurance/Quality Control. Excellent communication and interpersonal skills with key strengths in planning, organizing, and execution in a diverse work environment.

Specialties: C.P.M. (Certified Purchasing Manager)

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## Experience

Texas Instruments  
Procurement Manager  
July 2017 - Present

Execute strategic sourcing principles and procurement support for professional services: Human Resources, Public Affairs, Marketing, Communications, Finance, Corporate Travel, Logistics

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## Education

Amberton University  
MBA, Management · (1989 - 1991)

NC A&T State University  
BS, Industrial Technology (Electronics) · (1974 - 1978)

## Contact

[www.linkedin.com/in/carol-taylor-4b2a4b1](http://www.linkedin.com/in/carol-taylor-4b2a4b1) (LinkedIn)

## Top Skills

Supply Management  
Strategic Sourcing  
Government Contracting

# Carol Taylor

Corporate Procurement Manager  
Dallas/Fort Worth Area

## Experience

Raytheon  
Corporate Procurement Manager  
May 2012 - Present

Raytheon  
Senior Procurement Specialist  
January 2009 - January 2011 (2 years 1 month)

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## Education

Texas A&M University-Commerce  
· (1981 - 1984)

## Contact

[www.linkedin.com/in/jennifer-king-mba-ms-scm-b16b6095](https://www.linkedin.com/in/jennifer-king-mba-ms-scm-b16b6095) (LinkedIn)

## Top Skills

Negotiation

Networking

Change Management

## Languages

English

Spanish

## Honors-Awards

Summa Cum Laude graduating honors

# Jennifer Kling, MBA, MS SCM

Senior Logistics Procurement Manager at Corsicana Mattress Company (Corsicana Bedding)

Dallas/Fort Worth Area

## Summary

Supply Chain, Operations and Logistics is my passion. Graduated in December 2016 with a dual MBA/MS Supply Chain Management degree. Immediately went into Supply Chain Consulting where I have perfected my skills in project management, delivering on time deliverables, carrier negotiation, strategic network optimizations, transportation RFP's, data analytics and how to listen to my clients to understand what it is they really need. I obtained my CTL certification through my education and have been on the board of APICS North Texas for several years. My talents include 20+ years of customer facing service, negotiations, leadership, innovation, creativity, problem solving and critical thinking. My goal is to make a positive impact on the world in all that I do!

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## Experience

Corsicana Mattress Company (Corsicana Bedding)

Senior Logistics Procurement Manager

March 2019 - Present

Dallas/Fort Worth Area

The Senior Logistics Procurement Leader is responsible for directing and overseeing the indirect purchasing function of CMC's logistics network. This includes handling all source selection, vendor qualification, procurement and relationship management functions directly associated with Corsicana Mattress Company's logistics needs. This position recognizes and implements expense reduction opportunities through competitive bidding, rate reviews and carrier negotiations.

APICS North Texas Chapter

Vice President Membership- Board of Directors

July 2016 - Present

Dallas/Fort Worth Area

The North Texas APICS Chapter serves the Dallas and surrounding communities by sponsoring monthly professional development meetings

featuring guest speakers and providing an excellent opportunity for members and professionals to meet, exchange ideas, and network with industry experts. Additionally, the Chapter provides training for three internationally recognized certifications (CPIM - Certified in Production and Inventory Management, CSCP – Certified Supply Chain Professional, CLTD- Certified Logistics and Transportation) via the APICS body of knowledge. Through our dedication, we are recognized as a platinum award winning chapter. This award is given for continued excellence in maintaining high chapter standards and running an effective governing body that serves our membership.

**Mission:** To become the recognized experts in North Texas for credible and reliable training, forward looking data driven knowledge and innovative learning in supply chain management, operations management, and logistics within five years.

**Vision:** To be the preeminent leader in providing supply chain management, operations management, and logistics knowledge and training.

## Breakthrough Supply Chain

### Consulting Analyst

April 2018 - February 2019 (11 months)

Green Bay, Wisconsin Area

Breakthrough creates and delivers cutting-edge transportation and supply chain strategies for the world's leading shippers. Our transformative fuel management service leads the way for data-driven, holistic supply chain strategies that reduce waste and create efficiencies.

Skill sets developed and used: Project management, data cleansing and analysis creation, managing RFP events, Stakeholder and carrier management, scenario building for strategic optimization of network, presentation building and delivery, change management.

## Transplace

### Supply Chain Consulting Analyst

February 2017 - March 2018 (1 year 2 months)

Frisco, Texas

As part of the Supply Chain Consulting team we strive to provide our clients with experienced professionals that will help to strategically optimize the clients supply chain performance. Using our expertise, tools and processes, we provide solutions in supply chain optimization, sourcing and procurement, asset management, and business intelligence and analytics. It is our ultimate

goal that our clients are thrilled by our performance and that the results we provide will enhance the relationship all around.

## Ericsson

Improvement and Performance Manager Intern

May 2016 - December 2016 (8 months)

United States

\*Change management \*Improvement management \*Innovation management  
\*Process management

-Working closely with regional leadership as well as global leadership in order to build a process to use for project tracking in order to improve portfolio management and end to end performance both regionally and globally.

-Serving as the Innovation and Improvement Change Manager for Region North America.

-Collaborating on a Go to Market Strategy project attempting to provide a way for touch-less sales to cash process.

-Driving projects using Lean Six Sigma, Kotter, Agile as well as other methodologies.

-White Belt certified and trained in Ericsson's Change Leader Yellow Belt certification process.

Talents used: Leadership, negotiation, networking, problem solving, creative and strategic thinking, innovation, time management

## University of Texas at Dallas

Student of Business Administration

January 2011 - May 2015 (4 years 5 months)

Concentrated studies in Organizational Behavior and Human Resources

## GEICO

Claims Service Representative

July 2009 - March 2012 (2 years 9 months)

Farmers Branch

-Analyzed claim liability and coverage through review based on state law, individual policies, official statements, and physical evidence.

-Arbitrated disputes and negotiated resolution to close claims and optimize customer experience.

-Communication liaison with customers on claims including process, timelines, and laws.

-Recognized for service excellence with the Chairman's Gold Club for top 5% ranking in core metrics and top 10% in customer service.

## DFW Supporters

### Creator and Leader

May 2008 - July 2009 (1 year 3 months)

- Created and co-lead a weight loss surgery support group.
- Provided direction, support, speakers, content, ran meetings and coordinated events for and with 25+ members. (non-compensated position)

## GMAC Mortgage

### District Administrator

February 2004 - October 2005 (1 year 9 months)

Southlake, Fort Worth and Irving Texas

- Promoted to District Administrator a short time after being brought on as a temp for Snelling Temp Services.
- Executed administrative duties for three offices.
- Direct assistant to District Manager. Executed scheduling for District Manager.
- Collaborated on Loan Processing for Conventional, VA and FHA Loans.
- Direct contact with customers regarding loan and office needs.
- Used problem solving skills to create a more efficient filing system for Southlake office.

## Progressive Insurance

### Senior Claims Associate

August 2000 - March 2003 (2 years 8 months)

Arlington TX

- Evaluated and negotiated first and third party injury claims for clients.
- Inspected and calculated cost of auto damages and negotiated costs with third party vendors.
- Top closer of exposures on claims for 2001 and 2002.
- Negotiated payments using research and industry knowledge regarding claim costs with clients and vendors.

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## Education

### The University of Texas at Dallas

Master of Business Administration (M.B.A.), Dual program MS Supply Chain Management · (2015 - 2016)

## The University of Texas at Dallas

Bachelor of Business Administration (B.B.A.), Organizational Behavior  
Studies · (2011 - 2015)

## The University of Texas at Arlington

Bachelor of Science (B.S.), International Business · (1999 - 2001)

## Contact

[www.linkedin.com/in/robert-debnam-06190255](http://www.linkedin.com/in/robert-debnam-06190255) (LinkedIn)

## Top Skills

Process Improvement  
Operations Management  
Manufacturing

# Robert Debnam

Procurement Manager at Triumph Aerostructures - Vought Aircraft Division  
Colleyville, Texas

## Experience

Triumph Aerostructures - Vought Aircraft Division  
Procurement Manager  
July 2012 - Present

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## Education

East Carolina University  
B.S.B.A., Business · (1978 - 1982)



## Contact

[www.linkedin.com/in/james-frenette-44857ab6](https://www.linkedin.com/in/james-frenette-44857ab6) (LinkedIn)

## Top Skills

Lean Manufacturing  
Strategic Planning  
ERP

## Languages

English

# James Frenette

Materials Manager at Rush Enterprises, Inc  
Dallas/Fort Worth Area

## Summary

Accomplished professional with 20 years, domestic and international business experience and a successful track record of excellent collaboration with suppliers and customers. In depth understanding and experience in core business, including Supply Chain Management, Program Management, Project Management, Purchasing/Planning, Negotiations and Logistics. Trained in Lean Manufacturing and 5s with focus on processes to improve areas of great concern and deliver results thru successful implementation

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## Experience

Custom Vehicle Solutions  
Materials Procurement Manager  
November 2017 - Present  
Denton, Texas

Rush Enterprises, Inc  
Materials Manager  
November 2017 - Present  
Denton, Texas

Metzler-Schaum  
Program Manager  
May 2015 - May 2018 (3 years 1 month)  
Denton, Texas

Airbase Services, Inc.  
Program Manager  
February 2017 - November 2017 (10 months)  
Dallas/Fort Worth Area

Zodiac Aerospace  
5 years  
Sr Manager Supply Chain

2013 - 2015 (3 years)

Monitors production vs. plan, inventory levels, customer service levels, capacity utilization, forecast accuracy, on time delivery, purchase price variance and other key performance metrics and take appropriate action when necessary to meet objectives. .

Develop business processes which will improve overall supply chain performance while satisfying current demands and minimizing total supply chain costs.

Build and maintain strong relationships throughout the supply chain from suppliers to customers and negotiate, implement and maintain supply contracts when deemed necessary; responsible for all purchasing activities and develops strategies to maximize customer service when supply disruptions or shortages are anticipated.

Develop inventory strategies for new product launches to ensure product availability, prevent stock outs and to minimize excess and obsolete inventories.

#### Manager Production Control

2011 - 2013 (3 years)

Oversaw production planning and scheduling, materials management, inventory, manufacturing, assembly, test procedures, reverse osmosis, production ALP machinery, and quality assurance.

- Monitors routine operations insuring conformance to company policies and procedures relating to moving parts, flow of parts and paperwork.
- Coordinates with manufacturing managers to insure kit and shop order pulls support production schedules.
- Established process for managing assembly builds through MRP confirming high visibility of new products.
- Improved inventory accuracy from 80% to 97% as a result of initiating a cycle-count procedure for all stock rooms.
- Designed and implemented custom reports for purchasing and production control resulting in improved response time.
- Managed staff of commodity specialists, production control planners, expeditors and buyer/planners.
- Applied expertise of WIP automated program achieving 98% accuracy in on-time-delivery

#### Airbase Services, Inc.

##### Materials Logistics Manager

2009 - 2011 (3 years)

Managed and controlled \$1.5 million inventory. Established purchasing, inventory control, and shipping/receiving departments implementing an efficient customer returns procedure, export licensing and European shipping procurement policies.

- Served as liaison with engineering, manufacturing, and service department to insure compliance of procedures and timely, accurate dispersal of corporate-wide information.
- Hired, trained, and supervised staff devising a "promote from within" program maximizing employee retention and improving productivity.
- Supervised all shipping and receiving personnel and managed stockroom operations including requisition of export licenses.
- Planned, purchased, and expedited all electro-mechanical items recognizing significant cost reduction through effective vendor sourcing and negotiating. Interfaced with Manufacturing and Engineering departments as needed.

#### Airbase Services, Inc.

##### Program Manager

2008 - 2011 (4 years)

Managed operational and manufacturing personnel, continuous process and product improvement, and customer service program, creating overall operations efficiency. Played a key role in hiring, training, scheduling, implementation, and support of service plan. Consistently able to achieve noteworthy results in an ever-developing business environment. Proven track record in Marketing/Sales, Customer Relations, and General Management, privately held company in the United States. Self-motivated team leader who works well independently. Motivate and empower others to attain goals and surpass corporate/division objectives.

- Operated as "one voice" between United Airlines and US Airways while managing the \$200M+ strategic global relationship.
- Trained other employees' on how to effectively do business with potential customers.
- Developed and manages all new customer accounts from the quotes to the final product.

#### US Navy

##### Supervisor / Management / Assistance Program Director

1987 - 2008 (22 years)

Last Tour

Direct and managed the daily operations of 11 departments, 1,500 civilian personnel, 250 military personnel, 51 remote marketing stations and 3 military processing stations throughout Oklahoma and North Texas.

- Corrected numerous administrative and accounting deficiencies in the Department training and awards programs, resulting in a 300% increase of recruiter qualifications and improved customer service from support staff for recruiters in the field.
- Exceptional leadership is the driving force that led to being ranked as the #1 Recruiting District in the Nation.

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## Education

Coventry High School

· (1984 - 1987)

## Contact

[www.linkedin.com/in/debrasimmons1](http://www.linkedin.com/in/debrasimmons1) (LinkedIn)

## Top Skills

Microsoft Excel

Microsoft Office

Microsoft Word

# Debra Simmons

Category Manager at LSG Sky Chefs  
Irving, Texas

## Experience

LSG Sky Chefs  
Category Manager  
May 2018 - Present  
Texas, United States

- Work in collaboration with the Customer Service Centers and other corporate disciplines to determine current and future sourcing needs, coordinate the best method for fulfilling those needs and monitor ongoing effectiveness
- Strategically source vendors who meet the required qualifications
- Participate in Request for Proposals for new or existing products and services.
- Draft, negotiate and execute contracts for assigned categories and compare the assigned categories to industry trends and market standards.
- Provide direct support to the CSCs with implementation of new vendor program launches and with vendor management
- Identify, assess, and pursue supplier development opportunities based on the expected impact/benefits to LSG.
- Conduct ongoing category management by identifying changing needs and requirements for assigned category's products or services
- Drive performance that results in year over year cost reductions through the standardization of products and pursuit of best possible commodity/service costs.
- Ensure that vendor performance issues are addressed quickly and should problems continue, provide analysis of alternatives, making changes when appropriate

Brawler Industries, LLC  
Procurement Specialist  
October 2014 - Present  
Houston, Texas

- Define project scope, goals and deliverables that support business goals in collaboration with stakeholders
- Ensure accuracy of plans for bidding purposes
- Develop and review (SOW) Scope of Work on a regular basis with construction to guarantee the expectations of the contract

- Effectively communicate project expectations to team members and senior management
- Set and continually manage project expectations with technical team members
- Qualify vendors and manage vendor relationships
- Plan and schedule project timelines and milestones using appropriate tools
- Managed ERP system
- Determine the frequency and content of status reports from the project team, analyze results, and troubleshoot problem areas
- Define project success criteria and disseminate information to involved parties throughout project life cycle

### Procurement Advisors

#### Procurement Account Manager

January 2011 - October 2014 (3 years 10 months)

Atlanta GA

- Primary technical resource for activities between Managing Partner and Customers
- Monitored the (SCAR) supplier corrective action records
- Liaison between various stakeholders; coordinates activities; provided guidance to personnel responsible for specific functions or phases of the project
- Evaluate and review the (KPI) key performance indicators for each company
- Collaborated with contractors to ensure the construction work was to specifications
- Worked in partnership with the construction lead manager on-site to ensure timely completion
- Supervise project budget and establish direct benchmark cost for all existing and future products

### Consolidated Container Company

#### Buyer of Procurement Services and Material

September 2007 - December 2012 (5 years 4 months)

Atlanta, GA

- Develop and initiate RFPs/RFQs to evaluate new suppliers for price, quality, service and delivery
- Collected and analyzed data thru RFP process to evaluate potential new vendors
- Procured material and services for multiple spend categories
- Negotiate supplier contract terms and conditions

- Conduct category spend analysis to identify cost savings opportunities
- Manage \$41 million portfolio of 28 companies for Maintenance, Repair and Operation (MRO)
- Perform ad-hoc analysis and reports and provide support for other projects
- Manage vendor relationships to obtain the most cost effective solutions for the organization
- Conducted deep dive analysis on spend data to identify opportunities for savings
- Performed costs analysis to evaluate vendors proposals for market competitiveness
- Managed vendor relationships and ensured that vendors performance met contract standards

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## Education

Kansas City Business College

Bachelor's degree, Business Administration and Management, General

## Contact

[www.linkedin.com/in/mark-mcmillan-3580252](http://www.linkedin.com/in/mark-mcmillan-3580252) (LinkedIn)

## Top Skills

Certified Purchasing Manager  
(Lifetime)

Microsoft Office

MRP

# Mark McMillan

Experienced Procurement Professional  
Dallas/Fort Worth Area

## Summary

Senior level professional with twenty six years of successful sourcing, contract and procurement management experience in a myriad of industries. A proven leader, contributor and skilled negotiator. Proficient at instilling excellence in a procurement organization. Outstanding presentation and written communication skills. Well versed in MS Office applications and MRP systems. Full command of RFP / RFQ processes and other competitive bidding methods. Strong business acumen and analytical skill. Solid work ethic. Certified Purchasing Manager.

Specialties: \* Procurement

\* Strategic Sourcing

\* Contracts

\* Negotiation

\* Supply Chain Management

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## Experience

Federal Reserve Bank of Dallas  
Procurement Sourcing Manager  
June 2012 - Present

Responsible and accountable for all end to end procurement processes involving the acquisition of goods and services in support of the Federal Reserve Bank of Dallas and branch offices located in El Paso, San Antonio and Houston. Manage Procurement Sourcing, Stockroom operations and P-Card and Travel Card programs. Direct a staff of ten procurement professionals in delivering procurement solutions with an emphasis on excellent customer service in support of Business Unit procurement requirements. Develop a robust diversity program to encourage and facilitate the participation of certified minority and women owned business enterprises in the Bank's competitive bidding opportunities. Re-engineer the procurement operation into an effective, efficient, best in class organization.



## Tarrant County College District

### Director of Purchasing

September 2005 - June 2012 (6 years 10 months)

Fort Worth, TX

Directed all procurement initiatives associated with the construction, renovation and operations of five college campuses and multiple satellite locations.

Conceptualized, documented and successfully implemented effective procurement templates, forms, procedures, policies and work-flows, ensuring compliance with legal statutes.

Orchestrated effective RFP / RFQ events from inception to contract; managed supplier performance.

Leveraged spend opportunities of \$100M per year by engaging sound sourcing strategies.

Effectively developed and managed seven procurement professionals.

Successfully championed cost savings initiatives generating substantial and consistent results.

Implemented an effective and compliant purchasing card program.

Established a supplier diversity program and substantially improved minority firm participation.

Developed and facilitated a comprehensive procurement training curriculum.

## Technicolor

### Director of Global Procurement

July 2002 - August 2005 (3 years 2 months)

Camarillo, CA

Effectively managed the global sourcing and logistics of materials and equipment associated with the manufacturing, packaging and distribution of video products worldwide.

Successfully managed a \$500M annual spend by exercising effective sourcing strategies.

Developed and championed creative cost reduction initiatives resulting in consistent savings of eight percent per year under extremely difficult market conditions.

Directed, trained and effectively developed a staff of twenty sourcing professionals.

Collaborated with stakeholders and suppliers to develop a robust vendor managed inventory protocol.

Documented and managed an ISO compliant procurement operation.

### National PetCare Centers

Director of Materials

May 2001 - June 2002 (1 year 2 months)

Fort Collins, CO

Directed the development and execution of procurement initiatives associated with the renovation and operations of seventy-one veterinary hospitals.

### Alliente, Inc.

Director of Sourcing

June 2000 - May 2001 (1 year)

Colorado Springs, CO

Business to Business e-procurement; negotiated purchase agreements for indirect goods and services in support of a consortium business model servicing Fortune 50 companies; \$2 billion spend; cost savings of twenty percent

### QWEST COMMUNICATIONS CORP

Supplier Director

1998 - 2000 (3 years)

Englewood, CO 80111

### Precision Interconnect

Materials Manager

1995 - 1998 (4 years)

Portland, OR 97224

### Fujitsu

Planning and Procurement Manager

1986 - 1995 (10 years)

San Jose, CA 95124; Hillsboro, OR 97524

1990 - 1991: Spent one year in Kakio, Japan as the first U.S. employee selected to work at Fujitsu's Kawasaki manufacturing facility in the purchasing department.

US Army

Rank: Captain - Logistics Officer

1983 - 1986 (4 years)

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## Education

University of Phoenix

M.B.A., Business Administration · (1988 - 1990)

Florida State University - College of Business

B.S., Marketing / Economics · (1977 - 1981)

## Contact

[www.linkedin.com/in/john-pavasek-8b587412](https://www.linkedin.com/in/john-pavasek-8b587412) (LinkedIn)

## Top Skills

Global Management  
Marketing Strategy  
Contract Negotiation

## Languages

English

# John Pavasek

Supply Chain  
Dallas/Fort Worth Area

## Experience

DXC Technology  
Global Labor Category Manager  
August 2017 - Present  
Plano

DXC Technology  
Strategic Software Procurement Manager  
April 2017 - Present  
Plano, TX United States

Hewlett Packard Enterprise  
Strategic Software Procurement Manager  
March 2016 - April 2017 (1 year 2 months)  
Plano, TX

Software Category

HP  
Global Category Manager - Car Rental & Ground Transportation  
July 2007 - March 2016 (8 years 9 months)  
Plano, TX

Global Supply Chain Organization - Travel Management

Electronic Data Systems  
Travel Management  
December 1989 - July 2007 (17 years 8 months)  
Plano, TX

Global Travel - Airline, Rental Car and Fleet management

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## Education

Texas State University  
BA, Energy Resource and Environmental Studies · (1985 - 1989)

Texas State University

Bachelor of Arts (B.A.), Geography and Environmental Studies · (1985 - 1989)

## Contact

[www.linkedin.com/in/miyuki-parker-7607692a](https://www.linkedin.com/in/miyuki-parker-7607692a) (LinkedIn)

## Top Skills

Sales Management  
International Sales  
Negotiation

## Languages

Japanese (Native or Bilingual)  
English (Native or Bilingual)

# Miyuki Parker

Procurement Manager II  
Dallas/Fort Worth Area

## Summary

Accomplished, enthusiastic Supply Chain professional who offers a wide range of strategic supply chain leadership experience with a focus on developing and improving global supply chain management, logistics, and operations to maximize the efficiency and productivity.

- Planning: S&OP, Supply Planning & Demand Planning, Forecasting
- Inventory Management: Inventory Control and Optimization,
- Procurement: Strategic Sourcing, Direct/ Indirect Purchasing, Contracts and Price Negotiation
- Continuous Improvement: Process Improvement
- Leadership: Mentoring, Coaching, Development, Corporate Cultural Transformation

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## Experience

Vetoquinol USA  
Supply Chain, Procurement Manager II  
2016 - Present  
Fort Worth, Texas

- Responsible for US Supply Chain department including inventory management, price negotiation, supplier management, manufacturing and disposition of over 300 SKU's
- Key player in running monthly S&OP meetings with Finance and Commercial team as the representative pulling Supply and Demand together to align Commercial and Industrial demand
- Demonstrated exceptional communication and continuous improvements in the delivery of organizational consensus and the successful removal of silos, to clear the way for the creation and construction of an integrated global Supply Chain
- Lead and launched new Project Management processes resulting in increased efficiencies and communication amongst cross-functional

department (Finance, Marketing, R&D, Purchasing, and Quality/Regulatory), and reductions in cost and risk associated with new product introductions

- Introduced and implemented Supply Planning, Demand Forecasting and SCM KPI metrics to the organization resulting in eliminating backorder amount by 100%

## Cali Bamboo

Strategic Sourcing / Supply Chain Specialist

2013 - 2015 (3 years)

Greater San Diego Area

- Responsible for new product launch projects from sourcing, price negotiation, quality validation, contracts, and on time delivery of the new products on the timely manner
- Responsible for accurate forecast and estimate product demand & manufacturing through analyzation of inventory, economic, seasonal, and historical sales data
- Resolve inventory shortages and surpluses by managing KPIs, manufacturing trends, and seasonality
- Negotiate pricing and contracts with existing and new suppliers to meet the cost objectives

## Nakao International C&E

International Supply Chain Manager

2008 - 2013 (6 years)

San Diego, CA

- Sourced and established new suppliers (direct sub-contractors for OEM) for high priced parts and achieved the cost savings of \$250K annually
- Negotiated product pricing, samples, and replacements with 15+ suppliers
- Prepared information for RFP's and RFQ's to be sent out during bid phase of project

## World Trade Center San Diego

Trade services Internship

2008 - 2008 (1 year)

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## Education

California State University-San Marcos

BS, Business Administration, supply chain management · (2006 - 2008)

## Contact

[www.linkedin.com/in/amber-jaquez](http://www.linkedin.com/in/amber-jaquez)  
(LinkedIn)  
[www.bakercorp.com](http://www.bakercorp.com) (Company)

## Top Skills

Process Improvement  
Six Sigma  
Leadership

## Languages

English (Native or Bilingual)  
Spanish (Professional Working)

## Certifications

SAP - Logistics Execution (SCM601)  
Six Sigma Green Belt Certified  
SAP – WM (SCM630)

## Honors-Awards

2013 Chairman's Award Recipient –  
Supply Chain – Clean Harbors  
2017 Corporate Function of the Year  
– Purchasing - BakerCorp

# Amber Jaquez

Director Of Procurement at Shermco Industries  
Plano, Texas

## Summary

Results-driven Supply Chain Leader with more than 17 years of broad-based experience. Proven ability to lead departments and establish a well-organized, productive business unit. Solid experience with creating strategies and processes that streamline staffing requirements, control costs, and increase company margins. Mastery knowledge of financial reporting, analysis and standard operating procedures ensuring the support of best business practices for various functional areas as well as expertise in developing process improvement strategies and structures.

Specialties: Supply Chain Improvement, Process Improvement Strategies, Vendor Relations, Purchasing, Operations/Project Management, Forecasting/Budgeting, Inventory, Warehousing, Policy/Procedure Development. System Integrations.

Experience includes Six Sigma Process, including lean events, leading development and implementation of strategies that support organizational operating, financial, and quality objectives. Change agent facilitator of Lean tools and activities, leading teams to achieve sustainable results, resolving conflicts, and building consensus.

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## Experience

Shermco Industries  
Director Of Procurement  
May 2019 - Present  
Irving, TX

Sirius Solutions, LLLP  
Sr. Consultant  
2018 - Present  
Dallas/Fort Worth Area



## BakerCorp

Director, Procurement and Fleet Operations

September 2017 - Present

## BakerCorp

Procurement Manager

August 2014 - Present

## Safety-Kleen

Supply Chain Systems, Business Processes and Analytics Manager

2013 - September 2014 (1 year 9 months)

## Safety-Kleen

Supply Chain - Network Optimization Planning

2009 - 2013 (5 years)

Plano, TX

## Safety-Kleen

Supply Chain Manager - Waste and Disposal Services

December 2002 - December 2009 (7 years 1 month)

Plano, TX

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## Education

Central Texas Commercial College

Business Administration and Management, General · (1996 - 1996)

## Contact

[www.linkedin.com/in/jennifer-williams-b876b4a](https://www.linkedin.com/in/jennifer-williams-b876b4a) (LinkedIn)

## Top Skills

Cross-functional Team Leadership

Forecasting

Product Development

# Jennifer Williams

Committed professional driving customer success by providing effective supply chain and procurement solutions.

Dallas/Fort Worth Area

## Summary

Jennifer offers a unique blend of account management and operations experience allowing her to passionately drive customer success by identifying opportunities and offering solutions with sensitivity to operational and supply chain strengths and capabilities. She provides successful product launch execution that accelerates speed to market in the CPG/retail area by maximizing the following skills:

- Development and management of strategic partnerships
- Account management and customer care
- Project management
- Development and execution of business strategy
- Cross functional communication and team leadership
- Supply chain management
- Demand planning
- Materials management
- Operational efficiency
- Continuous improvement approach

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## Experience

PepsiCo

Global Procurement Manager

June 2014 - Present

Plano, Texas

Responsible for the Frito Lay PC platform which includes over 300 SKUs and is over \$3 billion in sales. Works closely with marketing, product supply, and R&D to facilitate new business change and new product introductions by translating business initiatives into planning requirements. Manage supply of national PC raw material inventories including flexible materials and seasonings from suppliers to 22 manufacturing facilities. Provide leadership and direction cross functionally to develop strategies to execute business change with suppliers leveraging productivity, best practices, and VMI. Ensure sufficient and accurate inventory at suppliers and plants and develop and

execute run out strategies related to business change. Develop strategic partnerships and productivity initiatives that deliver continuous improvement.

## International Flavors & Fragrances

14 years 9 months

### Senior Global Account Coordinator/Demand Planner

April 2005 - May 2014 (9 years 2 months)

Carrollton, Texas

Managed strategic partnerships for Frito Lay North America account, a key customer that drives 50 – 60% of sales from IFF Carrollton facility. Interfaced cross functionally and provide front line communication and service for 36 Frito Lay plants throughout the US and Canada as well as 10 different Frito Lay co-pack partners. Executed new product launches with aggressive timelines and managed communication between key partners, including Frito Lay marketing, purchasing, supply and C&A as well as IFF operations, customer service, logistics, R&D, sales and purchasing. Held stakeholders accountable for tasks and timelines. New product launches average approximately 20 - 30 per year. Worked closely with Frito Lay purchasing and supply teams to develop forecast and implement production plan for IFF facility, balancing capacity and costs with Frito Lay needs. This plan drove supply chain from raw material purchasing to production makes. Developed plan for and successfully negotiated reduction in on hand inventory levels, reducing IFF inventory cost by 20% with zero impact on Frito Lay orders and customer satisfaction.

### Purchasing Agent/Raw Material Planner

September 1999 - April 2005 (5 years 8 months)

Carrollton, Texas

Managed supply and spend for flavors, additives, and commodities needed by IFF's primary North American seasoning blending facility. Developed and maintained strong working relationships with both internal customers and suppliers and negotiated with suppliers to meet budget and delivery date demands. Coordinated purchasing activities with R&D and corporate purchasing group in the areas of new raw materials and alternate sourcing projects.

## Univar

### Inside Sales Representative

1998 - 1999 (2 years)

Garland, Texas

Processed, managed, and expedited incoming chemical orders so that quality materials arrived in manner that exceeded customer needs and expectations by developing strong relationships and serving as liaison between customer and operations. Supported outside sales team by fielding initial customer calls and performing customer and product research. Responsible for variety of functions necessary to ensure product availability, such as placement of direct/ third party orders, forecasting usage, customer research, and maintenance of customer quote files.

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## Education

Tulane University

School of Law · (1992 - 1993)

Truman State University

BA, Political Science · (1988 - 1992)

## Contact

[www.linkedin.com/in/richard-sutherland-5a611610](https://www.linkedin.com/in/richard-sutherland-5a611610) (LinkedIn)

## Top Skills

Transportation  
Procurement  
3PL

# Richard Sutherland

Sr. Manager - Logistics Procurement at Ryder Integrated Logistics  
Dallas/Fort Worth Area

## Experience

### Ryder Integrated Logistics

Sr. Manager - Logistics Procurement  
July 2002 - Present

Currently manage the Hewlett Packard NACC, HP IPG, HP BSaM and Harman International transportation solutions for Ryder. Includes carrier selection and management of for-hire LTL, FTL, Intermodal and heavy weight air providers. Scope includes freight bill audit and payment, OS&D claims management and KPI management for all customers while delivering best in class results consistently each month.

### JC Penney

Transportation Procurement Manager  
November 2000 - June 2002 (1 year 8 months)

Procured the domestic LTL and heavy weight air transportation for the JC Penney corporation in Plano TX. Negotiated rates, contract terms and the scope of services with for hire carriers while managing a \$200M spend.

### American Delivery Service

Regional Manager  
March 1997 - November 2000 (3 years 9 months)

Directed all truck line and 3PL operations for Montgomery Ward in the south central region. Negotiated equipment acquisitions and handled asset disposal, expanded the customer base by making sales calls and managed two terminals concurrently with P&L and budget responsibilities.

### Werner Enterprises

Project Manager  
June 1995 - March 1997 (1 year 10 months)

Various including: Managed the Sara Lee meat group solution and the Office Depot account using both for hire carriers and dedicated fleets. Functions included all aspects of fleet management and customer requirements to meet KPI thresholds out of multiple locations.

### JB Hunt Transport Services, Inc.

## Various

June 1992 - June 1995 (3 years 1 month)

Various positions including fleet manager, load planner, operations manager and dedicated account manager for customers including Warner Electra, International Paper and Blockbuster.

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## Education

The University of Texas at Arlington - College of Business

BBA, Finance

## Contact

[www.linkedin.com/in/bud-layne-a6b991](http://www.linkedin.com/in/bud-layne-a6b991) (LinkedIn)

## Top Skills

Business Process Improvement  
Vendor Management  
Project Management

# Bud Layne

Retired  
Plano, Texas

## Summary

Current: Project Procurement Manager for mega projects at Dow Chemical.

Former: Partner in a supply chain services organization. Helped design and develop a premier e-commerce platform.

Former: Director of Materials for Trinity Industries, Dallas, Texas.

Specialties: Supply chain management, e-Commerce, systems design and development, strategic sourcing, risk management, IT audits & controls, SAS 70 attestation.

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## Experience

### At My House

Retired  
June 2017 - Present  
Plano, TX

### Dow Chemical

Project Procurement Manager  
August 2011 - Present

Lead procurement activities for mega projects in Saudi Arabia and the U.S. Gulf Coast.

### Alliance Data Systems

Sr. Business Process Consultant  
September 2005 - August 2011 (6 years)

Business Process Management, Risk Management, Audit and Compliance.

### Point to Point Business Development, Inc.

Executive Vice President  
September 2002 - September 2005 (3 years 1 month)

Developed e-commerce platform and helped Global 1000 clients streamline supply chain operations.

Trinity e-Ventures, Inc.  
Director, Product Development  
2000 - 2002 (3 years)

Designed e-commerce platform solution including requisitions, RFQs, quotations, POs, payment processing and inventory management.

Trinity Industries, Inc.  
Director of Materials  
1995 - 2000 (6 years)

Managed staff of 21 managers and professionals with an annual spend of \$1B. Supported 41 plant locations in the US, Mexico and S. America.

Mobil Oil Corporation  
Purchasing Supervisor  
1985 - 1995 (11 years)

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## Education

Texas Tech University  
BBA, Marketing · (September 1971 - May 1974)

Texas Tech University  
BBA - Business, Business, Management, Marketing, and Related Support Services



## Contact

[www.linkedin.com/in/anthony-russ-b863a45a](https://www.linkedin.com/in/anthony-russ-b863a45a) (LinkedIn)

## Top Skills

department management  
customer service  
marketing

# Anthony Russ

Information Technology and Services  
Dallas/Fort Worth Area

## Summary

Strategic sourcing professional with extensive experience in delivering procurement results. Expertise in developing and executing sourcing strategies, developing relationships with and influencing internal and external stakeholders to meet business needs.

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## Experience

### Atos

Procurement Manager  
September 2018 - Present

CBU Procurement Manager at Atos

### JCPenney

IT Procurement Manager  
October 2017 - September 2018 (1 year)  
Plano, Texas

IT & Omni Professional Services

### JCPenney

5 years 10 months

Procurement Manager  
October 2015 - September 2018 (3 years)

### Senior Sourcing Specialist

February 2014 - October 2015 (1 year 9 months)

### Sourcing Specialist

December 2012 - February 2014 (1 year 3 months)

### Target

Executive Team Leader- Replenishment  
June 2009 - December 2012 (3 years 7 months)

- Lead a sales culture focused on driving profitable sales through guest service, and instocks and merchandising of in-demand products
- Analyzed guest purchase patterns, product sales and shortage history, and theft trends to prioritize efforts to impact profitability through increased sales and shortage reduction
- Strategized, based on data and intelligence, to address sales and shortage opportunities that made the most impact on gross margin
- Resolved internal and external theft utilizing the intelligence cycle to conduct cash and merchandise investigations
- Developed business leaders by mentoring hourly team leaders, and developing training opportunities for hourly team members
- Created partnerships with leadership on different levels, and in different departments to ensure accuracy in operational processes, and maintain sufficient merchandise instocks

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## Education

### University of North Texas

Bachelor of Business Administration (BBA), Business, Management, Marketing, and Related Support Services · (2007 - 2009)

### Tarrant County College

Associate of Arts (AA), Business Administration and Management, General · (2005 - 2007)

## Contact

[www.linkedin.com/in/bruce-emery-6699b861](http://www.linkedin.com/in/bruce-emery-6699b861) (LinkedIn)

## Top Skills

Territory Growth/Development  
New Business Development  
MRO supply programs

# BRUCE EMERY

DISCRETE PROCUREMENT PROGRAM DIRECTOR at Veterans Trading Company, LLC  
Bedford, Texas

## Summary

Strategic use of sales management and business development skills to consistently achieve company sales and profit goals. As leader of a nationwide team, provide competitive bidding direction and support of highly specialized industry leading customers in the defense prime market. I use my extensive experience in distribution, territory management, new business development, competitive analysis, budget preparation, and group presentations to grow nationwide sales in excess of \$5 mil.

Train and guide the buyer team to report and communicate bids to defense prime contractor customers effectively, I build strong customer and internal relationships. I use my technical product knowledge to determine appropriate customer solutions and a high degree of mechanical and technical aptitude to support a wide range of products as customer solutions.

Review highly technical production product RFQs for profitability and risk prior to proposal submission to assure compliance with AS6081 and AS9100 quality requirements.

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## Experience

Veterans Trading Company, LLC  
DISCRETE PROCUREMENT PROGRAM DIRECTOR  
January 2019 - Present  
Ft Worth, TX

Veterans Trading Company, LLC  
DISCRETE PROCUREMENT PROGRAM MANAGER  
March 2016 - Present  
Ft Worth, TX

Leading a nationwide team of 6 procurement specialists to support RFQ inquiries and supply chain services to defense prime contractors for a diverse array of electronic and MRO products. Responsible for technical applications,

qualifying suppliers, insuring compliance with contract provisions, managing sales and forecasting profit budgets.

Manage resources to meet timelines and train team on increasingly creative responses to customer requests. Review of compliance with AS9100 and AS6081 quality certifications.

Serving as the main point of contact for new business development and partnering agreements.

## Veterans Trading Company, LLC

South Central Regional Manager

June 2014 - Present

Texas, Oklahoma, Louisiana, Mississippi

Provide supply chain solutions and procurement services to commercial customers and Federal Prime Defense contractors as a Service-disabled Veteran-owned Small business. A SBA certified HubZone company providing affordable MRO product support as well as SMI and POU programs for manufacturing operations. Bid and negotiate long term procurement contracts. Build strong partnerships with distribution and manufacturing to bring value-add solutions to key customers.

## Graybar Electric Company

Sr. Quotations Specialist

May 2013 - December 2013 (8 months)

Ft Worth, Texas

- Performed a full range of project management responsibilities for projects nationwide that included direct customer contact, product application and selection, quotes, sales order generation, vendor pricing negotiation, arranging shipping logistics, order expediting and delivery tracking.
- Compiled and organized bills of material, utilizing knowledge of specified products and available service solutions. Compared multiple manufacturers' competing bills of material to determine the best solution for the given customer.
- Computed cost and price estimates of product solutions and services using a variety of criteria, such as inventory availability, competitive position, price validity, and other logistical considerations within the time frame of the bid date.
- Contacted manufacturers directly or through local rep agencies to obtain best cost information.
- Resolved customers' requests for service or shipment errors or delays including returns and credits.

+ Department was reorganized in early December.

### PakMail of Central Arkansas

Director of Business Development / Co-Owner

August 2006 - January 2010 (3 years 6 months)

Hot Springs, Arkansas

- \* Developed and executed a sales plan to increase custom services sales revenue by 40%.
- \* Conducted B2B outside Sales calls resulting in 20% monthly sales growth.
- \* Trained internal staff of 4 on POS operation, customer service, and logistics quotations functions.
- \* Created and monitored a pricing matrix that increased monthly net profit 8%.
- \* Negotiated long term agreements with key customer business owners improving repeat business 20%.
- \* Planned and executed monthly advertising and marketing campaigns for targeted markets.

+ Sold / closed business

### Cequent Products / Dana Corporation

Regional Sales Manager

January 1999 - October 2006 (7 years 10 months)

- \* Managed a 5-state, \$12M territory for a market-leading manufacturer from a home office.
- \* Conducted Outside Sales and traveled to 400+ direct and indirect customers while prospecting.
- \* Developed strong long-term distributor and dealer relationships at all levels of business.
- \* Achieved or exceeded sales plan goals in 7 of 8 years and awarded numerous bonuses and awards.
- \* Managed all travel, product promotion, and entertainment expenses under budget.
- \* Negotiated volume buying and pricing agreements with key distributors to build partnerships.
- \* Generated monthly detailed reports of market trends, competitive activity, and sales activity.
- \* Trained distributor sales, customer sales, and end users on technical and branded products.
- \* Participated in numerous national, regional and distributor trade shows.

## Additional Experience;

- \* Managed territory sales for wholesale distributors in Texas and Louisiana.
- \* Developed new territories and markets with sustained 10% + annual revenue growth.
- \* Provided inside sales management and training for up to 5 employees.
- \* Awarded National Salesman of the Year based on percentage exceeding sales goals.
- \* Provided technical and sales training to customer sales staffs on company products.
- \* Conducted sales calls to industrial plants for capital projects and MRO sales opportunities.
- \* Compiled project bid documentation for industrial and governmental capital projects

## NTP Distribution

### District Sales Manager

June 1994 - October 1998 (4 years 5 months)

South Texas and Louisiana

- Managed assigned customer accounts for a wholesale distributor in the Texas and Louisiana markets RV dealer and RV service industry.
- Scheduled regular overnight travel that included sales, new product demonstrations, competitive market analysis, technical training for customer personnel, and warranty administration.
- Regularly met with the business owners and staff to negotiate the management of inventory, participation in sales promotions and incentives, and to increase product depth.
- Coordinated with the company purchasing and distribution team to ensure effective product inventories for assigned market needs were maintained in the regional warehouse.

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## Education

### Louisiana State University

Member - LSU ALUMNI ASSOCIATION - DALLAS CHAPTER, Scholarship support / HS Recruiting · (2014 - 2015)

### Louisiana State University

BS, Marketing/Marketing Management, General · (1972 - 1976)



## Contact

[www.linkedin.com/in/benmiloud](https://www.linkedin.com/in/benmiloud)  
(LinkedIn)

## Top Skills

Project Management  
Management  
Business Analysis

## Languages

English  
French  
Arabic

# Jawad BenM

Global Procurement-Risk mitigation and Cost savings  
Dallas/Fort Worth Area

## Summary

With over 25 years of work experience spanning from Hospitality industry, Mobile Telecommunication, Pharmaceutical and Information Technology. International experience with deep understanding of markets in over 40 countries.

Always excited about new opportunities and challenges. Thrive to solving problems and issues and true believer in team work and collaboration. There are no such thing as borders and frontiers as we operate globally and keeping an open mind is the one of the fundamental pillar of communication and mutual cooperation.

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## Experience

### NTT DATA Services

Financial Analysis Specialist Advisor  
October 2018 - Present  
Plano, Texas

### NTT DATA Services

Associate Director /Global Category Manager- General Procurement  
March 2017 - Present  
Casablanca, Morocco

Responsible for multiple Indirect Procurement categories (Managed Services, Contingent Labor, Software, Hardware & Telecom) management and sourcing strategy to reduce cost and enable revenue.

Negotiates and implements supplier services agreements contracts that meet the business needs of cross-functional stakeholders and achieve sustainable relationships with suppliers.

Oversees all P2P transactions in SAP Ariba and primary approver for all Purchase Orders EMEA wide.

Manages supplier relationships and performance.

Serves as a liaison with internal business customers and suppliers in the strategies and execution of high complexity/risk sourcing projects.

Develops, issues and manages RFX activity as appropriate to find the best sourcing solution that meets business and commercial requirements and



lead commercial negotiations to ensure NTT DATA receives best value and associated cost savings.

Ensures proper risk mitigation through legal terms, as well as robust Service Level Agreements (SLAs)

Liaises with legal for the negotiation of large/high risk agreements to ensure favorable commercial terms.

Drives continuous improvement and change management initiatives.

Key contributor to the strategic planning and direction of Sourcing/ Procurement initiatives.

Strong negotiator; guiding and leading the business to get the best result.

Utilizes and maintains procurement tools per Global Procurement standards and expectations.

Work with business and finance leaders to identify and drive savings and controllership improvements, focusing on total cost of ownership.

Provide guidance to internal stakeholders on procurement processes and maintain procurement ethics in accordance with company's global policies.

Prepare and hold business reviews with stakeholders to review vendor performance, future opportunities, and/or challenges.

Dell

6 years 5 months

Global Commodity Manager

November 2012 - February 2017 (4 years 4 months)

Morocco

Responsible for suppliers' spend of \$60M for Services Outsourcing and Customer Facing Consulting categories across EMEA.

Selected and onboarded new suppliers to support new and existing customers in collaboration with the Business Partners.

Worked closely with the legal team to negotiate suppliers' contracts such as Master Services

Agreements and Statements of Work.

Led strategic sourcing activities including RFI's, RFQ's, and RFP's.

Performed cost analysis, "Should-Cost" modeling, and benchmarking to optimize TCO.

Independently conducted market research to make informed strategic sourcing decisions.

Led the implementation of cost reduction initiatives to maximize savings.

Identified new cost-saving opportunities by working with internal stakeholders to define strategic

direction and identify potential suppliers for stated procurement initiatives  
Engaged in the Social and Environment Responsibility in collaboration with the legal and audits team to guide suppliers to address audit findings to resolution.  
Produced annual savings > \$1.5M  
Responsible for Professional Services Procurement Programs and Initiatives.  
Promoted collaboration and synergy via alignment of objectives and goals, coordination and communication.  
Collaborated with project teams to deliver high quality results with the most efficient use of resources and technology.

#### Partner Vetting Manager

October 2010 - October 2012 (2 years 1 month)

Morocco

Managed end to end suppliers' onboarding supporting Dell Services in EMEA and Emerging market.  
Streamlined the onboarding process which resulted in 25% reduction in onboarding Turn-Around-Time.  
Supported country business leads in rationalization of the AVL/PVL.  
Managed the vetting and onboarding of Software suppliers globally.  
Primary point of contacts in all suppliers' set up issues, replications and payment terms.  
Addressed and managed the approval process of Non-Standard Dell payment terms by engaging senior management up to VP level.  
Trained and mentored new Vetting Partner Managers.

#### ICON CLINICAL RESEARCH

4 years 1 month

##### Business Analyst Manager

February 2007 - December 2009 (2 years 11 months)

Sugar Land, Texas, USA

All Clinical Trials are managed by the use of Interactive Voice Response System and Interactive Web Response System to Screen, Randomize, Dispense drug at different visits, Discontinue patients, and Unblind patients in case of Adverse Event.

My core responsibilities consisted of writing the systems requirements per study protocol, designing the system functionality document as the deliverable to study programmers and testing analyst.

I interacted with the Client's Study team being the Clinical Management team, and trial drug Pharmacist, the study biostatisticians and the third party company providing the storage and shipping of trial drugs to participating investigators' sites.

I contributed to over 20 multi-centers clinical trials.

### Associate Project Manager

December 2005 - January 2007 (1 year 2 months)

Sugar land, Texas, USA

Oversaw the end to end process from study planning to study post Go Live.

I interacted with the internal team assigned to each study, the client's study team, the investigators' sites, and Clinical Research Associates.

Provided guidance to the Assistant Project Managers responsible for each project to address issues during the trial and provided support to Help Desk to resolve system issues at the site.

Provided training at the study launch during the investigators meetings.

Created system end uses manuals and Help Desk Study Operating Procedure documents.

I contributed to over 30 Clinical Trials.

### Motorola

#### Software Engineer

January 2000 - November 2001 (1 year 11 months)

Design, implementation, testing of software for Mobile Switching Centers.

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## Education

### University of Illinois at Chicago

Bachelor of Applied Science (BASc), Computer Engineering · (1996 - 1999)

### University of Phoenix

MBA, Business Administration · (2004 - 2006)

### City Colleges of Chicago-Harold Washington College

Associate of Science (A.S.), Applied Science · (1994 - 1996)

### Concordia University-River Forest

certificate, English Language and Literature, General · (1988 - 1988)

University of Illinois at Chicago

Bachelor of Science - BS, Computer Engineering · (1996 - 1999)

## Contact

[www.linkedin.com/in/debarati-ganguly-38a9a51a](http://www.linkedin.com/in/debarati-ganguly-38a9a51a) (LinkedIn)

## Top Skills

Strategic Sourcing  
Spend Analysis  
eSourcing

# Debarati Ganguly

Strategic Sourcing Manager at IBM US  
Dallas/Fort Worth Area

## Experience

IBM US

Strategic Sourcing Manager

IBM

Procurement Sourcing Manager  
June 2014 - Present

IBM India Private Limited

13 years 10 months

Procurement Professional,Sourcing Hub  
August 2007 - Present

Team Focal- TAAS

July 2006 - July 2007 (1 year 1 month)

Senior Procurement Specialist

September 2005 - June 2006 (10 months)

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## Education

Indian Institute of Technology, Delhi

CEP,, Supply Chain Management · (2010 - 2011)

Bangalore University

Bachelors in Science, Chemistry, Zoology and Microbiology · (2002 - 2005)

## Contact

[www.linkedin.com/in/wilson-alarcon-97442a54](http://www.linkedin.com/in/wilson-alarcon-97442a54) (LinkedIn)

## Top Skills

Agribusiness

Strategic Planning

English

## Languages

Swahili (Limited Working)

Spanish (Native or Bilingual)

# Wilson Alarcon

Global Procurement Manager at PepsiCo  
Dallas/Fort Worth Area

## Experience

PepsiCo

Global Procurement Manager  
August 2012 - Present

Texas Currency Exchange

Currency Specialist  
April 2012 - August 2012 (5 months)

Hyatt Hotels Corporation

Sales Executive  
January 2012 - April 2012 (4 months)

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## Education

Texas A&M University

Bachelor's degree, Agricultural Economics · (2007 - 2011)

## Contact

[www.linkedin.com/in/modie-paullin](https://www.linkedin.com/in/modie-paullin)  
(LinkedIn)

## Top Skills

Procurement - Direct Material  
Negotiation  
Materials Management

# Modie Paullin

Procurement Manager | Planning | Supplier Management | Inventory Control | Demand Planning | SAP | MRP/ERP | GMP's  
Dallas, Texas

## Summary

Senior level Procurement and Planning Manager with a specialty in high volume pharmaceutical manufacturing plants with over 20 years experience. Proven track record of delivering cost savings and driving process improvements. Demonstrated success in developing supplier relationships as well as performing risk analysis. Skilled in inventory control and demand management. Excellent people, team building and communication skills. SAP power user in MRP, Procurement, Master Data and Bill of Materials. Member of the site leadership team.

Manage annual spend of \$10MM of raw and packaging material. Negotiate and manage direct material contracts. Manage and audit suppliers to ensure they meet corporate quality standards and guidelines using Enhanced Supplier Management (ESM) principles and process. Monitor supplier on time delivery. Develop new procurement strategies. Perform material order analysis to deliver consistent cost savings from year to year. Perform risk analysis on suppliers and existing and new materials. Develop departmental budget to meet plant financial goals. Interface with quality and process engineering to improve both quality and cost of purchased material. Deliver agreed KPI's to meet overall plant goals. Ensure that invoices are reconciled and paid on time.

Develop build and material schedules for four production lines to deliver finished goods on time to support a high customer satisfaction rate. Manage and monitor all raw material and packaging inventory to support the master production schedule and inventory goals.

## Experience

Colgate Oral Pharmaceuticals, Inc (division of Colgate Palmolive)

Procurement and Planning Manager

December 1999 - Present

Dallas, TX

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## Contact

[www.linkedin.com/in/se-kwang-oh-44a25b108](https://www.linkedin.com/in/se-kwang-oh-44a25b108) (LinkedIn)

## Top Skills

Program Management  
Supply Chain Operations  
English

## Languages

English (Professional Working)  
Korean (Full Professional)

# Se Kwang Oh

Supply Chain Management - Procurement Manager  
Plano, Texas

## Summary

Goal-oriented Information Technology and Supply Chain operations analyst offering more than 2 years of end-to-end supply chain and program management expertise that directly results in efficiency, improvements and cost savings. Effective leader in multiple procedural and technology projects concurrently. Metrics and trends analyst who is talented at identifying and leveraging underutilized capacities and opportunities.

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## Experience

CVE Technology  
SCM and Procurement Manager  
August 2016 - Present  
Allen, Texas

Oversees procurement - Manage purchasing and multiple suppliers. Analyzing and ad hoc reporting, procurement, logistic, and inventory.

Samsung Electronics America  
Order Management Specialist  
January 2014 - Present

- \* Assisted with entry and tracking of orders to be processed in accordance with both policies and specific customer agreements.
- \* Executed order to cash processes;prepare and submit project report
- \* Maintained multiple excel tracking/mapping spreadsheets associated with inventory material codes and purchase orders.
- \* Organized and maintained customer purchase order file system.
- \* Assisted with the preparation and submission of project, budget and investment requests.
- \* Monitored sell-through, inventory, material movements for all assigned product.
- Worked closely with 3PL members to assess Delivery Order requirements, executing and reporting back status to closure.

- Responsible for all training initiatives and processes improvement and implementation

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## Education

Auburn University at Montgomery

Accounting

## Contact

[www.linkedin.com/in/ashleywaitskees](http://www.linkedin.com/in/ashleywaitskees) (LinkedIn)

## Top Skills

SAP

Microsoft Office

Microsoft Excel

# Ashley Waits Kees

Procurement Manager at Halliburton  
Euless, Texas

## Summary

Experienced Supply Chain Professional with a demonstrated history of working in the oil & gas and manufacturing industries. Skilled in Supplier Performance Analytics, SAP, and Strategic Sourcing. Strong technical, detail oriented professional with a Bachelor of Arts (B.A.) focused in Communication from The University of Texas at Arlington.

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## Experience

### Halliburton

1 year 10 months

#### Procurement Manager

March 2019 - Present

Carrollton, Texas

#### Procurement Supervisor

April 2018 - March 2019 (1 year)

Carrollton, Texas

#### Senior Procurement Specialist

September 2017 - April 2018 (8 months)

Carrollton, TX

### Denbury Resources Inc.

3 years 11 months

#### SCM Solutions/Systems Specialist

May 2015 - August 2017 (2 years 4 months)

- Acted as a liaison between the Supply Chain and IT departments for implementation of and enhancements to business processes
- Worked with IT to develop, implement and deliver robust analytics, business intelligence reports, and dashboards
- Created test plans, executed end to end testing, and provided support for SAP upgrades and enhancements

- Trained and supported corporate and field employees on procure to pay process for SAP (PM/MM) implementations
- Oversaw Material Master Data by creating and maintaining Material IDs, Material Groups, Bills of Material
- Lead technical resource for Supply Chain related systems (SAP, OpenInvoice, ISN, SharePoint)
- Responsible for developing and formalizing SCM processes, procedures, workflows and training documentation

#### Buyer

October 2013 - May 2015 (1 year 8 months)

Plano, TX

- Participated in Web Application development and testing for Projects and Facilities SAP implementations
- Supported procure to pay process for North, East and Pipeline Regions
- Made recommended SAP and OpenInvoice enhancements and researches and resolved systems errors as necessary
- Resolved GR/IR and blocked invoice issues for entire company
- Created RFQs and Purchase Orders for Projects & Facilities and Pipeline components

#### Halliburton

7 years 2 months

Principle Manufacturing Scheduler

November 2012 - October 2013 (1 year)

Carrollton, TX

- Managed and tracked vendor/supplier capacities and capabilities to ensure capacity for current and future demand.
- Analyzed and created weekly On Time Delivery, Lead Time, Spend, and Open PO Reports for strategic and preferred suppliers.
- Monitored supplier performance scorecards and initiated action plans for poor performers.
- Sourced and resolved errors with global intercompany field orders for Global Demand Management team.
- Tested new SAP and QlikView improvements for Global Demand Management and Procurement processes.

#### Contracts Specialist (Customer Service/Scheduling/Planning)

April 2010 - November 2012 (2 years 8 months)

Carrollton, TX

- Member of Global Demand Management/Global Headquarters kick-off team, sourced global intercompany orders.
- Scheduled domestic and international sales orders for Swell Packer product line with subcontract suppliers.
- Quoted lead times and cost of goods for tenders and jobs for Business Development/Field Plants globally.
- Created planned orders and forecasts for components and finished goods.
- Generated deliveries, issued goods and invoiced Easy Well sales orders in SAP.
- Coordinated with logistics team to move standard and oversized length freight (up to 45 feet) globally.
- Managed Swell Packer Lite, End/Center Ring, and Bonded to Pipe inventory, production, and allocation.
- Sourced Screens and Swell Packer capital projects and worked on Versaflex on time delivery strategies.

#### Procurement Specialist

September 2006 - April 2010 (3 years 8 months)

Carrollton, TX

- Generated RFQs for manufactured parts.
- Created purchase orders based on best quality, delivery and price.
- Expedited and de-expedited orders depending on manufacturing demand.
- Resolved GR/IR and blocked invoice issues.
- Debited vendors for charges that were established as vendor fault.
- Conducted supplier performance reviews with key suppliers on a quarterly basis.

#### First American Pension Services

Administrative Specialist

2001 - 2005 (5 years)

Arlington, TX

- Increased clientele through telephone sales presentation.
- Scheduled appointments and managed daily agenda for Regional Vice President.
- Organized client database and streamlined customer renewal system.

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## Education

The University of Texas at Arlington

Bachelor of Arts (B.A.), Communication, Journalism, and Related  
Programs · (2001 - 2004)

Stephen F. Austin State University  
· (2000 - 2001)