

## Contact

[www.linkedin.com/in/chris-adams-498a0248](http://www.linkedin.com/in/chris-adams-498a0248) (LinkedIn)

## Top Skills

ITAR

FAR

Government Contracting

# Chris Adams

Procurement Manager - Major Systems at Bell Helicopter  
Dallas/Fort Worth Area

## Experience

Bell Helicopter

16 years 2 months

Procurement Manager

December 2012 - Present

Senior Contract Specialist - Major Systems

May 2003 - December 2012 (9 years 8 months)

Boeing

Procurement Specialist

1997 - 2003 (7 years)

Texas Instruments Defense Systems

Manufacturing Engineer

1989 - 1997 (9 years)

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## Contact

[www.linkedin.com/in/olivia-greenwood-25770745](http://www.linkedin.com/in/olivia-greenwood-25770745) (LinkedIn)

# Olivia Greenwood

Procurement Manager at Blockbuster LLC  
Mesquite, Texas

## Summary

Integral leader who offers proven experience in large-scale operational optimization, including designing, developing, and implementing solutions-driven programs, policies, and procedures to achieve continued key growth and productivity.

Out-of-the-box thinker who analyzes and interprets statistical data to maximize profits in coordination with operational goals, along with streamlining processes to increase systems efficiency within fast-paced, high-volume environments.

Ambitious self-starter who delivers highly effective short- and long-term plans and conceptualizes workable business solutions, along with prioritizing and managing various business tasks and assignments within high-pressure situations.

Specialties: Purchasing, regulatory compliance, wireless device account management, contract negotiations, project management, cost control, customer/vendor relations, team building

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## Experience

Blockbuster LLC  
Procurement Manager  
September 2009 - Present

Utilize broad scope of industry knowledge and dynamic business acumen toward administering purchasing systems and databases encompassing user security, policy enforcement, and purchase order processing, including establishing and monitoring strict companywide standards for immediate response to multifaceted customer service requests / problems.

Direct 800+ wireless lines among various wireless devices (e.g. cell phone, smart phones, BlackBerry, Broadband cards).

Lead a project to move corporate travel from an agency to online service and oversaw administration of 800+ traveler services.

Manage company / employee co-sponsored parking and public transportation programs for corporate personnel, along with directing all conferencing services, electronic faxes, policy / procedure development, and controls implementation.

#### Key Accomplishments

Reduced cost of wireless phone service 10% through new negotiations while increasing service levels and number of users by consolidating providers; implemented pooled minute program to save an additional 8%.

Achieved an annual savings of \$100,000 by completing an audit which resulted in the downsizing of lines.

#### Blockbuster

##### Project Manager

August 2004 - 2009 (5 years 5 months)

Strategically steered a high-volume New Release Rental Packaging Film Card Program from a 14-store test to complete rollout at all 4,500+ corporate stores, along with expanding the program to include all movies including older titles and games titles in all stores that required printing and fulfillment of an additional 25 million Rental Packaging Film Cards.

Completed projects from inception through to implementation, and monitored efforts to locate methods to reduce costs.

#### Key Accomplishments

Reduced annual store labor by \$15 million via change and standardization of new release rental product merchandising which encompassed the printing and store-specific fulfillment of 27 million+ film cards within a 10-week period, along with completing an RFP to attain \$1.2 million in additional print savings.

Generated \$4.4 million in annual savings by researching, testing, and recommending a change in substrate.

Ensured on-time delivery of film / game cards to a distribution center by coordinating timing with buyers.

Developed program and design requirements for a web-based application for 4,000+ stores to order replacement movie case art inserts on a semi-annual basis encompassing print, fulfillment, and delivery of orders.

## TAC Americas

### Director IT & Facilities

2000 - 2003 (4 years)

Directed facilities management, network infrastructure, telecommunications, hardware and software standards, and strategic planning to support the \$180-million regional Building Controls Company with 750 employees throughout the United States, including maintaining accountability for a \$2.4-million budget and supervision of an 8-person organization.

### Key Accomplishments

Integrated eight independent offices into existing TAC network and business systems, along with standardizing PC hardware / software, and converting applications (e.g. email) and frame network to VPN.

Directed hardware / software purchases totaling \$1.1 million annually and encompassing configurations and installations of U.S.-based pagers and cell phones, and implementation of a corporate mobile phone plan.

Achieved savings of \$400,000 annually by renegotiating local service, long distance, and Internet contracts.

## TAC Americas

### Manager Network Systems

1995 - 2000 (6 years)

Led targeted decision-making in the resourceful management, implementation, and support of a U.S.-based Wide Area Network, communications with offices located in England and Australia, and help desk support for 700+ employees.

Directed top-performing IT personnel in Telecommunications, Computer Room Operations and Help Desk, along with preparing annual expense and capital budgets to support network operations and ensure seamless technical processes.

Interfaced between all network vendors to assure that systems functioned to specifications and were fully operational.

### Key Accomplishments

Led a Y2K project to update operating systems, applications, and hardware on servers and 700+ computers, and completed hardware and operating system conversion and upgrades on time and within budget.

Stabilized a network that experienced an excessive amount of downtime with an average uptime of 99%+.

Relocated the company to a new facility, and designed and implemented a backbone network and PBX system.

Negotiated corporate agreements with vendors to support network hardware and server operating systems.

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## Education

The University of Texas at Austin  
General Course Work · (1968 - 1969)

Eastfield College  
Associates Degree, Arts and Sciences

## Contact

[www.linkedin.com/in/rik-van-den-handel-0a61738](http://www.linkedin.com/in/rik-van-den-handel-0a61738) (LinkedIn)  
[www.selvol.com](http://www.selvol.com) (Company)

## Top Skills

International Business  
Procurement  
Contract Negotiation

# Rik van den Handel

Procurement and Logistics Manager at Sekisui Specialty Chemicals  
Dallas/Fort Worth Area

## Summary

Solutions-driven strategist with a track record of increasing profitability, creating positive change, and facilitating growth in Europe, the Americas, and Asia. Expert international logistics contract negotiator, equally successful at managing multi-million dollar contracts as well as transitioning them over to Supply Chain group. Extensive experience with freight forwarders and custom brokers.

During 20+ year tenure with Celanese International, directed global logistics with \$500M annual spend, implemented logistics solutions for liquid and dry chemicals in China, globalized bulk marine activities, and drove process improvements that saved \$25-30M in logistics costs each year.

Specialties: Distribution/Warehousing  
Procurement  
Six Sigma Techniques  
Contract Negotiation  
Budget Accountability  
International Business  
Team-Building/Leadership  
Operational Streamlining  
Vendor Relations

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## Experience

Sekisui Specialty Chemicals America, LLC  
Global Procurement and Logistics Manager  
September 2009 - Present  
Dallas, Texas

Global responsibilities for Logistics and Procurement at Sekisui Specialty Chemicals. Responsible for raw material purchasing, MRO for three plants and all logistic procurement including freight and storage. Purchasing spend is in excess of \$300 million.

Sekisui produces PVOH at two US locations in Calvert City, KY, and in Pasadena, TX. In Europe there is a plant in Tarragona, Spain. We operate a packaged goods warehouse in Rotterdam and a trans load facility in Antwerp, Belgium, and in Born, Holland.

Inbound raw material are by barge and rail. Outbound finished goods are by containers for exports, and various truck modes for domestic.

Chairman of US Shipper's Association. Sekisui is a member of the association and uses container freight contract negotiated by USSA.

### Titan Wood Inc

#### Global Logistics Manager

February 2008 - July 2009 (1 year 6 months)

Technology company selling licensed technology for acetylation of soft woods, with R&D facility in Holland.

Supplied direction for logistical infrastructure, negotiated property deals, and established contracts for new licensees; . Due to economic downturn, planned IPO did not occur, and both licensees put projects on hold. Assumed wood purchasing responsibilities with \$5M spend.

Guided organization with no experience in logistics by spending 50% of time at Diamond Wood (China).

Developed comprehensive specifications on what logistic infrastructure would be needed to receive 120,000 MT of Acetic Anhydride and 7,500 FEUs per annum of lumber. At full capacity, 300,000 m<sup>3</sup> of finished product would be managed through a warehouse to a distribution network.

Collaborated with team that negotiated \$12M property deal with Industrial Park (Nanjing), and utility contract for steam, waste water, and electricity.

Established logistic contracts with liquid terminal service provider and warehousing companies.

Sourced \$1M wood stacker as well as Radiata Pine from New Zealand/Chile, and Southern Yellow Pine for export from US to Arnhem.

### Celanese International, Inc

#### Global Commercial Logistics Manager

2005 - 2008 (4 years)

Directed activities with annual spend of \$500M for all freight and storage contracts at every region/division of Celanese, including Chemicals, Ticona, and Acetate. Oversaw multiple contract terminals (chemical storage) in Texas, Mexico, Belgium, Spain, France, Singapore, and China. Supervised

6 managers in Dallas, Spain, Holland, and China, and administered \$1.6M budget.

- Established logistical infrastructure for \$500M Celanese Nanjing project to handle 1.3M+ metric tons of liquid chemicals and receiving/distribution tanks for Methanol, Acetic Acid, Vinyl Acetate, and Acetic Anhydride. Negotiated contracts with local Chinese vessel owners, including new contract terminal in Nanjing (\$26M p.a. contract). Negotiated contract to build and operate a \$20M ethylene storage tank in Nanjing.
- Set up multiple terminals in Tianjin (1,000m<sup>3</sup>), Dongguan (4,000m<sup>3</sup>), Ningbo (5,000m<sup>3</sup>) and Zhuhai (4,000m<sup>3</sup>) to facilitate distribution of Nanjing's product throughout China.

Developed warehouse agreements in Nanjing and Shanghai to support start up of emulsions and Ticona's GUR resin.

Saved \$25-30M in logistics costs each year through continuous process improvement projects. Increased berth efficiency for parcel tanker vessels, saving \$1M annually for several years.

Held direct accountability for the following on an annual basis:

Chemicals: Over 2M MT of liquid chemicals shipped globally, split between Trans Atlantic (500,000 MT), US Gulf to Mexico and South America (600,000 MT), Singapore to various destinations in Asia (500,000 MT), and out of Nanjing, China.

Truck Shipments: 18,000 bulk truck in US (avg. 45,000 lbs. each), 12,000 packaged truck (FTL), and 24,000 LTL (avg. 3,700 lbs. each).

Barge: 60 moves up river, 10,000 barrel barges, 100 dedicated barge moves inter coastal waterway, 60 moves within Houston, and 130 inter coastal.

Rail Car Shipments: 10,000 (US) and 2,000 (Europe). Annual container shipments exceeded 35,000 TEU's.

## Celanese Chemicals

### Commercial Logistics Manager

2002 - 2005 (4 years)

After commercial and operational functions were split for the first time, assumed control of commercial logistics for NAFTA and Asia. Led team of 6 in Dallas, Mexico, and Singapore, including Commercial Rail Manager, Truck Manager, and Liner (containers) Manager. Commercial Manager for Parcel Tankers and US Barge. Negotiated all liner (container) contracts and iso container contracts for Chemical group.



Established vessel contracts for startup facility in Singapore, covering 500,000 MT annually to various Asian destinations.

Contributed to \$492M acquisition of major European competitor; helped prepare legal and economic case with external council to gain European Union approval as well as most of the logistic cost models. After acquisition, put in place new bulk marine contracts out of France (200,000 MT annually).

Negotiated 10-year, take-or-pay contract worth \$10M for 2 dedicated stainless steel barges to provide service between Houston and Bay City.

Negotiated new barge contract for 60 upriver barge moves per annum after acquisition of PVOH business.

### Hoechst Celanese Ltd

#### Global Marine Manager

January 1998 - January 2002 (4 years 1 month)

Relocated to Texas to globalize bulk marine business. Oversaw 3 Trade Lane Managers in negotiation and operation of bulk marine and container contracts.

Globalized and consolidated bulk marine activities in Europe, Singapore, Mexico, and US Gulf. Leveraged total spend to establish favorable global contracts for shipping one million MT each year.

Developed bulk marine strategy for Trans Atlantic, Americas, and Intra Asia.

Standardized contract language and provided coverage for all regions, minimizing need for spot shipments.

Took on sales responsibility for Turkey (\$30M) and Israel (\$5); helped establish sales volume and pricing.

### HOECHST CELANESE SOUTH AFRICA PTY LTD

#### Site Manager

January 1997 - February 1998 (1 year 2 months)

### Hoechst Celanese Chemicals SA

#### Manager

February 1993 - February 1998 (5 years 1 month)

Establish and run a new Celanese agency in South Africa. Responsible for all sales.

### HOECHST SA PTY LTD

#### Technical Plant Manager

January 1992 - January 1993 (1 year 1 month)

This was a 12 month assignment to get exposure to working in a production environment.

Hoechst AG

Sales Representative

January 1982 - January 1993 (11 years 1 month)

Sales Manager representing Chemical Group of Hoechst AG, Frankfurt, as well as a number of their subsidiaries and affiliates.

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## Education

University of Natal

Bachelor of Science (BSc)

University of South Africa

Bachelor of Commerce

## Contact

[www.linkedin.com/in/john-cogdill-7a7ab811](https://www.linkedin.com/in/john-cogdill-7a7ab811) (LinkedIn)

## Top Skills

Materials Management

EPC

Contract Management

# John Cogdill

Sr. Procurement / Materials Manager at McDermott International Inc.

RETIRED

Dallas/Fort Worth Area

## Experience

McDermott International Inc.

Sr. Procurement / Materials Manager

KBR

Sr. Procurement/Materials Manager

1980 - 2005 (26 years)

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## Contact

[www.linkedin.com/in/tiffany-wilson](http://www.linkedin.com/in/tiffany-wilson)  
(LinkedIn)

## Top Skills

Product Marketing

Cross-functional Team Leadership

Go-to-market Strategy

# Tiffany W.

IT & Semiconductor Outsourced Services Category Manager  
Dallas, Texas

## Summary

✓ Experienced global business leader and deal-maker that has directly impacted the success of companies as TEXAS INSTRUMENTS, SAMSUNG, and MOTOROLA through strategically developed and executed procurement strategies, multi-channel product marketing campaigns, and account growth initiatives.

✓ Proven track record of conceptualization of comprehensive commercial solutions to securing millions of dollars in annual revenue at new and existing customers.

✓ Exceptional interpersonal skills and can inspire and motivate organizations to meet the expectations and requirements of internal and external customers' needs.

✓ Seen as a valuable resource for leading people toward the right ideas and the right direction. Strive to cause people and things to function well together. Highly creative in approach to problem solving.

## SPECIALTIES

Thought Leadership • IT Services Outsourcing • Semiconductor IC Design Services Outsourcing • Technical Statements of Work • Technology Acumen • Contingent Labor / Staff Augmentation Business Development & Contracting Strategies • Complex Contract Negotiation • Legal & Commercial Acumen • Change Management • Strategic Sourcing & Procurement Methodology • Risk Management • Vendor & Customer Management • Product Marketing and Launch • Multi-Channel Marketing • Market Analysis and Cost Modeling • Coaching • Global Matrix Team Leadership • Talent Development • Global Business Experience • Relationship/Connection Builder

## Experience

### Texas Instruments

12 years 6 months

#### IT & Semiconductor Design Services Category Manager - Consulting and Staff Augmentation Procurement

September 2013 - Present

Manage a multi-million dollar spend for IT and semiconductor outsourced design services (consulting and staff augmentation). Serve as the primary commercial and contracts principle between Engineering and IT service suppliers and the business teams. Develop strategic sourcing and contract strategies that ensure the benefits derived from third party relationships are maximized. Participate in every aspect of supply chain management to ensure value is delivered to the enterprise.

#### Senior Manager, Sales Operations - Embedded Processor Business Unit

2011 - September 2013 (2 years 9 months)

Dallas/Fort Worth Area

Managed supply-chain relationship with telecommunications manufacturers and translated their business needs into operational requirements to aid in maximizing revenue and minimizing company risks.

#### Manager, Channel Marketing - DSP Systems Business Unit

2009 - 2011 (3 years)

Promoted TI embedded microprocessors to internal sales and distribution teams. Composed sales tools and training platforms to enhance sales team's understanding of complex product features and to help sell more effectively.

#### Business Development Manager - Wireless Connectivity

2007 - 2009 (3 years)

Dallas/Fort Worth Area

Expanded the wireless mobile connectivity (Bluetooth, GPS and WLAN) portfolio reach at wireless handset manufactures. Developed and executed go-to-market strategy to retain and expand each product's reach and profit revenues.

### Samsung Mobile

#### Product Line Manager

2003 - 2007 (5 years)

Dallas/Fort Worth Area

Led Smartphone product development teams from product concept to realization. Provided strategic and tactical support to marketing advertisement teams in creation of marketing content and collateral, including positioning messages, specification sheets, training guides and product presentations.

## Motorola

Software Product Marketing Manager - Metrowerks

2000 - 2003 (4 years)

Defined and executed product line and marketing strategy for CodeWarrior software application development tools.

## Motorola Solutions

Analog Design Engineer

1996 - 2000 (5 years)

Phoenix, Arizona Area

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## Education

Baylor University - Hankamer School of Business

Master of Business Administration (MBA), Business Administration and Management, General · (2007)

Prairie View A&M University

Bachelor of Engineering - BE, Electrical and Electronics Engineering · (1996)

University of Houston

· (1994)

## Contact

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

(LinkedIn)

[www.lwmministries.blogspot.com/](http://www.lwmministries.blogspot.com/)

(Blog)

## Top Skills

Purchasing

Numerical Analysis

Public Speaking

## Certifications

Certified Manager

## Honors-Awards

Corporate Advocate of the Year

Corporate Advocate of the Year

Corporate Volunteer of the Year

Member of the Year

Facilitator of the Year

# Marilyn Pinson, CM

Market Project Procurement Manager, Supplier Diversity at Nokia

Mesquite, Texas

## Summary

A Certified Manager with sixteen years of experience as a “Supplier Diversity Professional”.

Being a Supplier Diversity and Procurement Professional has better positioned me to understand the importance of supply chain inclusion. During my professional career I have had the privilege of witnessing the internal workings of an organization from the ground up.

Specialties: Supplier Diversity

Facilitation

Buyer - IT Hardware & Software

Numerical Analysis

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## Experience

Nokia

17 years 6 months

Market Project Procurement Manager, Supplier Diversity

January 2016 - Present

Dallas/Fort Worth Area

- Collaborate with commodity team leaders to ensure diversity inclusion
- Research and recommend qualified diversity suppliers to market procurement managers
- Compile and analyze diversity spend and/or percentages which are reported monthly and quarterly to internal and external customers
- Manage the supplier certification process to ensure compliance of federal guidelines
- Manage the collection and submission of supplier diversity data to customers, respond to customer RFPs and verify supplier diversity customer contract language.
- Represent company at trade fairs, multiple regional and national council events and co-chair various regional council committees

- Audit supplier database focusing on supplier information, MWBE certification and spend dollar classification
- Moderator/Facilitate educational luncheons for regional council events
- Small Business Liaison Officer (SBLO)

## MANAGER, SUPPLIER DIVERSITY

2002 - January 2016 (14 years 1 month)

Dallas/Fort Worth Area

- Collaborate with commodity team leaders to ensure diversity inclusion
- Research and recommend qualified diversity suppliers to commodity team leaders
- Compile and analyze diversity spend and/or percentages which are reported monthly and quarterly to internal and external customers
- Manage the supplier certification process to ensure compliance of federal guidelines
- Represent company at trade fairs, multiple regional and national council events and co-chair various regional council committees
- Audit supplier database focusing on supplier information, MWBE certification and spend dollar classification
- Moderator/Facilitate educational luncheons for regional council events
- Small Business Liaison Officer (SBLO)

## ALCATEL USA - Non-Production (Indirect) Purchasing

16 years

### BUYER

January 2000 - December 2005 (6 years)

Dallas/Fort Worth Area

- Compiled information and obtained quotes to achieve best price prior to purchase orders being processed for the procurement of copiers, computers, computer peripherals, printers, workstations & servers, mainframe, and enterprise servers, packaged software, IT services and IT maintenance support
- Authorized the payment of invoices and the return of merchandise
- Responsible for drafting, reviewing and executing nondisclosure agreements
- Responsible for managing contract database – tracking contracts in process, active, and closed status
- Responsible for activation and updating employee information related to contract labor
- Consistently met or exceeded departmental goals



## TEST TECHNICIAN - SYSTEMS TEST

1990 - January 2000 (10 years 1 month)

- #- Devised test equipment and circuitry to conduct functional, operational test to evaluate performance and reliability of prototypes and production models
- #- Work Center Team Leader for eight years
- #- Facilitated Team meetings - Certified Faciliator
- #- Responsible for developing and presenting team presentations. Drafted and edited Team Award Applications which resulted in several team awards
- #- Set team goals; identified problems, diagnosed caused and determined corrective action

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## Education

### Dallas Theological Seminary

Master's degree, Theology/Theological Studies · (2018 - 2021)

### Amberton University

Master's Degree, Counseling Psychology · (2013 - 2018)

### James Madison University

Certification, Business · (2006 - 2006)

### The University of Texas at Dallas

Bachelor of Science, Economics and Finance · (1997 - 2000)

### Dallas County Community College

Associates in Applied Arts and Sciences, Digital Electronic · (1982 - 1984)

## Contact

[www.linkedin.com/in/abraham-gerardo-navarro-rodriguez-b04a364b](https://www.linkedin.com/in/abraham-gerardo-navarro-rodriguez-b04a364b) (LinkedIn)

## Top Skills

Cadena de suministro  
Logística  
Planificación estratégica

## Languages

Inglés  
Spanish (Native or Bilingual)

# Abraham Gerardo Navarro Rodriguez

Sr Procurement Manager en PepsiCo  
Dallas/Fort Worth Area

## Summary

Abraham is a Global Procurement category Sr Manager with a keen eye for optimization, standardization and integration part of his experience is leading operations, supply chain, procurement , and project management initiatives Strong strategic planner, problem solver and persuasive leader always focused on delivering outstanding results. Recognized for building cohesion among disparate groups and individuals.

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## Experience

PepsiCo  
Global Procurement Sr Manager IT Services  
enero de 2019 - Present  
Plano, Texas  
Information Technology

PepsiCo  
9 años 4 meses  
North America Sr Procurement Manager  
junio de 2018 - Present  
Plano, Texas  
NorthAmerica fleet procurement

Global Sr Procurement Manager  
febrero de 2016 - junio de 2018 (2 años 5 meses)  
New york  
Global Center of excelence for fleet And transportation categories

Packaging Procurement Sr Manager  
mayo de 2014 - febrero de 2016 (1 año 10 meses)  
Mexico City Area, Mexico  
Bopp, corrugated, conversion

## Procurement Manager MRO

diciembre de 2012 - mayo de 2014 (1 año 6 meses)

mexico, DF

National Procurement Manager for PEPSICO foods (Gamesa, Sabritas, Sonrics). I lead the procurement strategy and processes for indirect category (OG&S) through all of our plants around the country.

Indirect Strategic Supply Management.

## Indirect Procurement - Logistics

abril de 2011 - diciembre de 2012 (1 año 9 meses)

Mexico, DF

Mexico City Corporate (April 2011 – Now). Procurement for Supply chain: Develop procurement strategy for our different BU's nationwide for logistics area, bidding process, analyze the market, develop our strategic suppliers, and make financial analysis and projections. I manage a budget close to \$1,800 Million of pesos a year.

## Supply chain & cust svc Coordinator

marzo de 2010 - marzo de 2011 (1 año 1 mes)

Mexico city

Responsible of the logistics and transportation services for 4 plants with 9 direct reports. Budget management flawlessly achieving productivity plans by implementing diverse initiatives saving up to 7 million of pesos 1 year.

## PepsiCo

3 años 4 meses

## Logistics Planner

junio de 2008 - diciembre de 2009 (1 año 7 meses)

Develop operation strategy for transportation processes. Active participation on the outsourcing - fleet project generating savings up to 17 million pesos.

## Transportation Supervisor

septiembre de 2006 - junio de 2008 (1 año 10 meses)

Execute processes and productivity plans. Manage a fleet over 150 drivers. Continuous communication with warehouse to achieve the customer service indicators.

## Nestle

### Sales

junio de 2005 - julio de 2006 (1 año 2 meses)

Develop key strategies for OT and Whole-sales customers generating outstanding results at point of sale by negotiating with customers the implementation of additional exhibitions and new spaces to place our products.

### Teleperformance

#### Telemarketing

septiembre de 2003 - junio de 2005 (1 año 10 meses)

#### Customer Service

#### Sales

100% of calls in English

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## Education

### Universidad Autónoma de Nuevo León

Lic en Relaciones Internacionales, Business Administration and Management,  
General · (2002 - 2006)

## Contact

[www.linkedin.com/in/leland-giles-73160971](https://www.linkedin.com/in/leland-giles-73160971) (LinkedIn)

## Top Skills

Managerial Finance

Accounting

Transportation

# Leland Giles

Indirect Procurement Manager at Simpson Strong-Tie  
Mckinney, Texas

## Experience

Simpson Strong-Tie  
Indirect Procurement Manager  
March 2019 - Present  
McKinney Texas

### UPS

Finance Manager - Retired  
September 1987 - March 2019 (31 years 7 months)  
Dallas Texas

I am responsible for improving the profitability of the district by focusing on management behavior modification to reduce cost, increase revenue, and maximize corporate assets. I also facilitate district financial processes and support consolidated corporate sites in traditional accounting activities (i.e., cost planning, payroll, billing, collections, cash on delivery, and procurement). I manage supervisors, specialists, and administrative staff.

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## Education

West Texas A&M University  
Bachelor's degree, Accounting and Finance · (1989 - 1992)

West Texas A&M University  
Bachelor's degree - Finance, Accounting and Finance · (1988 - 1992)

## Contact

[www.linkedin.com/in/jeffrey-fronsee-a410ba55](http://www.linkedin.com/in/jeffrey-fronsee-a410ba55) (LinkedIn)

## Top Skills

Merchandising

Marketing Strategy

Contract Negotiation

# Jeffrey Fronsee

Procurement and Account Manager at Produce GPO  
Dallas/Fort Worth Area

## Summary

Expertise in Produce

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## Experience

Produce GPO  
Procurement and Account Manager  
May 2017 - Present  
Farmersville, TX

National Produce Consultants, LLC.  
Executive Director of Purchasing  
April 2013 - October 2016 (3 years 7 months)  
Plano, Texas

Oversee purchasing, contracts, compliance of Distribution and Grower relations

Reinhart Foodservice  
Produce Buyer - Corp. Category Manager  
September 1984 - March 2012 (27 years 7 months)  
La Crosse, Wisconsin Area

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## Contact

[www.linkedin.com/in/annette-choina-mba-93b8973](http://www.linkedin.com/in/annette-choina-mba-93b8973) (LinkedIn)  
[www.bellhelicopter.textron.com](http://www.bellhelicopter.textron.com)  
(Company)

## Top Skills

Six Sigma

Cross-functional Team Leadership

Procurement

# Annette Choina, MBA

Supply Chain Manager at Bell Helicopter  
Dallas/Fort Worth Area

## Summary

### QUALIFICATIONS:

#Strong managerial, organizational, interpersonal, motivational, team building and communication skills.

#Ability to manage projects from start to completion by coordinating responses, tracking metrics, and progress to targets.

#Extensive knowledge on FAR / DFARs, ITAR regulations, and contracting law.

#Diversified experience in procurement and contract / subcontract administration, procurement policies, procedures and strategic sourcing initiatives.

#Skilled in the formulation, implementation, and evaluation of strategies with emphasis on competitive intelligence, marketing research, promotional activities, and enhancing customer relations.

#Proficient use of personal computers, Microsoft Office, SAP, Enovia, Visiprise, and Kronos

#Managed a team of up to 22 employees, 1000+ suppliers, \$400M + annual spend, to procure and manage material and services for both government and commercial contracts, including but not limited to Sheet metal structures, machined, fabricated, manufactured and repaired components from drawings, military specifications, standards and manufacturers part numbers.

# Participated as a member of a cross-functional team to strategically transition highly technical products. Established guidelines for proposals and their evaluation, MOA's for transition, third tier supplier approval and conducted negotiations.

# Assembled both competitive and sole sourced procurement packages, containing pertinent information and documentation regarding actions associated with the procurement.

# Assisted the material estimators for special projects, with material estimation.

# Communicated with Engineering, Manufacturing Engineering, Materials and Processes, IT. Accounting and Supplier Product Assurance, in solving problems.

# Established sources, purchased and expedited material for support of initiatives.

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## Experience

Bell Helicopter  
Supply Chain Manager  
September 2013 - Present  
Dallas/Fort Worth Area

Managed the supply chain process with a team of 24 Operations Support Professionals, Specialists, Supervisors and Buyers. Helping to evolve the Supply Chain processes and instilling best practices to meet future growth. Responsible for coordinating suppliers, tools, deliveries, ROR & operational offload as a quality product on time. Ensure compliance to FAR, DFAR's, ITAR and Quality Systems in place to ensure compliance. Managing the Corrective Action Board (CAB) Process for Root Cause Corrective Actions (RCCA's).

Bell Helicopter  
10 years 10 months  
Procurement Manager for Repair & Overhaul, and Performance Based Logistics  
July 2011 - Present  
Hurst, Texas

Procurement Supervisor Major Systems  
September 2008 - July 2011 (2 years 11 months)

Supervisor of eight people, in a cross-functional team to strategically procure highly technical products. Established guidelines for proposals and their pre negotiations plans, proposal evaluation, MOA's for transition, third tier supplier approval and assist with conducting negotiations.

Supervise for procurement of material for both government and commercial contracts, including but not limited to machined, fabricated and manufactured components from drawings, military specifications, standards and manufacturers part numbers.

Approved both competitive and sole sourced procurement packages, containing pertinent information and documentation regarding actions associated with the procurement



Textron Marine & Land

Senior Buyer

December 2004 - January 2006 (1 year 2 months)

Greater New Orleans Area

NAPM-GNO Division of ISM

Public Relations

1998 - 2005 (8 years)

Doussan

Supply Chain

1998 - 2004 (7 years)

Greater New Orleans Area

MECO

Buyer

1990 - 1998 (9 years)

Greater New Orleans Area

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## Education

University of Phoenix

MBA, Business Administration and Management, General · (2006 - 2010)

University of Phoenix

BS, Management · (2006 - 2008)

Mount Carmel Academy

· (1984 - 1988)

Lake Castle

· (1980 - 1984)

## Contact

[www.linkedin.com/in/deanna-carpenter-24263923](http://www.linkedin.com/in/deanna-carpenter-24263923) (LinkedIn)

## Top Skills

Process Improvement  
ERP  
Procurement

## Languages

English

# DeAnna Carpenter

Non Merchandise Procurement Manager at Tuesday Morning  
Frisco, Texas

## Experience

Tuesday Morning  
Non-Merchandise Procurement Manager  
2015 - Present  
Dallas/Fort Worth Area

Peerless Mfg. Co.  
Director Supply Chain Management  
2011 - 2015 (5 years)  
Dallas Texas

Oversight of Procurement, Materials Management, Enterprise Planning, Shipping, and Configuration Control over length of employment.

Sabre Industries, Inc.  
Director Materials Management  
2005 - 2011 (7 years)

Including oversight of Materials Management, Shipping, Procurement, and Plant Planning over length of employment.

American Tower  
Production, Procurement, Inventory Control Specialist  
1999 - 2005 (7 years)

Including execution and oversight of Procurement, Shipping, Planning, and Inventory Control over length of employment.

General Mills  
Inbound Ingredient Planner/CMT  
1992 - 1999 (8 years)  
Albuquerque, New Mexico

US Navy  
MS3  
1988 - 1992 (5 years)  
Southern California

## Contact

[www.linkedin.com/in/victor-stamp-49794010](http://www.linkedin.com/in/victor-stamp-49794010) (LinkedIn)

## Top Skills

Business Strategy

Supply Management

Government Contracting

# Victor Stamp

Manager at DRS

Dallas/Fort Worth Area

## Experience

DRS Technologies

Manager, Procurement

2003 - Present

DRS Technologies - Reconnaissance, Surveillance & Target Acquisition (RSTA)

Manager, Procurement

2003 - Present

DRS

Manager

August 2003 - April 2012 (8 years 9 months)

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## Education

Golden Gate University

Master of Business Administration (MBA), Business Administration and Management, General · (1981 - 2003)

## Contact

[www.linkedin.com/in/conner-shinners-78977a9b](http://www.linkedin.com/in/conner-shinners-78977a9b) (LinkedIn)

# Conner Shinners

Enthusiastic and driven, service minded.  
Prosper, Texas

## Summary

Every procurement department has financial incentive to find the most efficient means to allocate resources and funds. In search of results, most, prioritize quantitative skills making it easy to neglect interpersonal ones. What sets me apart is my balance in this duality.

I am a highly knowledgeable and multi-skilled commercial procurement manager, efficiency oriented, with the ability to interface with all levels of the organization both externally and internally. Proficient in a variety of management software and experienced at aligning resources and budgets to accomplish business goals and objectives.

I work with GMI to keep meticulous record of daily inventory and purchases. I also ensure that quality materials get purchased at fair prices by making it a high priority to maintain and manage vendor relations.

Specialties: inventory management, logistics, materials management, mrp, negotiation, pricing, purchasing, supply chain, supply chain management, strategic sourcing

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## Experience

GMI Nation  
Procurement Manager  
May 2018 - Present  
Dallas/Fort Worth Area

Giovannis Restaurant  
Assistant Manager  
August 2016 - Present  
Argyle, TX

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## Education

University of North Texas

· (2014 - 2018)

## Contact

[www.linkedin.com/in/david-durojaye-0a3a03a4](http://www.linkedin.com/in/david-durojaye-0a3a03a4) (LinkedIn)

## Top Skills

Commodity Markets  
Marketing Management  
Procurement

## Languages

English

## Certifications

BSC Business Management

# David Durojaye

Procurement Manager at D & F Global  
Garland, Texas

## Summary

Procurement Manager for D & F Global based in Dallas, Texas USA  
8yrs + of sales managerial experience, team leading, commodity trading, enhancing profit visibility and developing commodity exporting strategies.

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## Experience

D & F Global  
Procurement Manager  
August 2014 - Present  
Dallas, Texas USA

Procuring all materials to meet the demands of our customers

Dagcam Corporation  
Sales

January 2006 - July 2014 (8 years 7 months)

Developing sales chart and strategy to increase sales volume, overseeing the Sales Department,

Camad Enterprises  
Marketing Director  
February 1998 - December 2005 (7 years 11 months)  
Marketing Department

Developing Marketing strategies for the company, Managing the Marketing Department,

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## Education

Richland College  
Business, Business, Management, Marketing, and Related Support Services · (1996 - 1997)

Bishop College Dallas, Texas



## Contact

[www.linkedin.com/in/larry-lawson-56496415](http://www.linkedin.com/in/larry-lawson-56496415) (LinkedIn)

## Top Skills

DFAR

Supplier Management

Strategic Sourcing

## Certifications

Six SigmaGreen Belt

# Larry Lawson

Procurement Manager at Bell Helicopter Textron  
Dallas/Fort Worth Area

## Experience

Bell Helicopter  
Procurement Manager  
November 1974 - Present

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## Education

The University of Texas at Arlington  
Bachelor of Business Administration (BBA), Marketing, Management,  
Economics · (1967 - 1973)



## Contact

[www.linkedin.com/in/deedeeforbin](https://www.linkedin.com/in/deedeeforbin)  
(LinkedIn)  
[www.michaels.com](https://www.michaels.com) (Other)  
[www.cunamutual.com](https://www.cunamutual.com) (Other)  
[www.theinlinegroup.com/](https://www.theinlinegroup.com/) (Other)

## Top Skills

Human Resources  
Microsoft Excel  
PowerPoint

# Demeatra Forbin

Purchasing Manager at Mission Foods  
Arlington, Texas

## Summary

SUPPLY CHAIN ANALYST & SOURCING SPECIALIST  
REPORT DESIGN & CREATION  
DEPARMENTAL KPI REPORTING  
BUDGET PLANNING & ANALYSIS  
FORECASTING & ANALYSIS  
SOURCING & RESEARCH  
DATA INTEGRITY AND MANAGEMENT  
VENDOR RELATIONS & MANAGEMENT  
SPEND ANALYTICS

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## Experience

Mission Foods  
Purchasing Manager  
January 2018 - Present

Develop, lead and implemented purchasing strategies generated by the Director of Procurement

Manage a budget of over 5MM in raw materials and packing ensuring that all materials arrive in the plants with minimal issue

Design and generate weekly, monthly, and quarterly reports to monitor departmental and corporate KPI's are achieved by Material Planners and Floor Stock Coordinator

Assess, manage and mitigate risks among the Mission Foods plant

Partner with Sourcing Manager of Raw Materials and Packaging ensuring the Material Management Team is ordering effectively and to budget

Monitor and forecast upcoming levels of demand for peak season, such as Super Bowl, Cinco De Mayo, Christmas and Thanksgiving

Interview and hire qualified staff to fill all vacancies within the material management group

Analyze market and delivery systems in order to assess present and future material availability within the plants and at supplier level

Resolve vendor grievances as it relates, return to vendor shipments, accounts payable issues and any quality issues within the plants.

Direct and coordinate activities of personnel involved in generating purchase orders for 19 plants for both direct and indirect materials  
Ensure successful roll-out of MRP to all plant locations to enhance the procurement process  
Monitor and report on all obsolete and assist with the disposal of surplus materials

## Mission Foods

### Procurement Analyst

July 2014 - Present

Sourcing Specialist for Labels, Misc. Packaging, and Closure generating an estimated savings of over \$100k in a 2 year period

Design and generate weekly, monthly, and quarterly reports to monitor departmental and corporate KPI's are achieved

Forecasting and pallet utilization reporting for all New Products launched measuring if sales forecast are accurate to actual production

Monthly spend analytics with projected annual spend compared to price variance

Maintain supplier pricing, ensuring purchase orders are created at the correct price point and report discrepancies to the individual Sourcing Manager or Purchasing Manager

Monthly and quarterly budget analysis at plant and corporate level reviewing loss or gain to actual consumption and adjustments

Assist with sourcing for new raw materials for Research and Development Team

Work with Commodities Director to ensure pricing accuracy for all commodities and spot market priced items

## Dean Foods

### AP Analyst

October 2012 - March 2014 (1 year 6 months)

Fort Worth, Texas

Designed and maintained department efficiency by generating a host of reports presented to leadership for review to ensure departmental success.

Generated monthly accrual to ensure departmental financials were applied in the appropriate fiscal period.

Trained and educated Accounts Payable Department on monthly reports to ensure they were kept abreast of departmental standing and individual standing

Successfully collaborated with IT to enhance reporting by using automation were applicable

On a quarterly basis, researched Accounts Payable Industry Benchmarks and effectively communicated Dean Foods Accounts Payable standings compared to other companies within the same industry

Treasury and Procurement reporting and analysis at a global level, assisting with the efficiency of those two departments

Michaels Stores, Inc.

4 years 4 months

Procurement Analyst

October 2010 - October 2012 (2 years 1 month)

Michaels Stores Inc

Monitor and analyze both hard and soft savings in the Non-Merchandise Procurement department to ensure that goals set for the fiscal year were captured and achieved

Worked on several replenishment projects at both Corporate and Store levels, assisting in cost savings for the company by ensuring that programs ran smoothly and any concerns or issues were addressed in a timely fashion

Sourcing specialist for Empty Box Programs, Storage Trailers, Shopping Baskets, Shopping Cart Retrieval System, Call Boxes and Store radio headsets creating an estimated savings of over \$250k annually company-wide by using a host of outlets including RFP, RFQ and reverse auctions

Contract and vendor management including monthly contract clean-up, vendor set-up, monthly supplier billing, and vendor data integrity

Worked with capital expenditures department to streamline and enhance furniture, fixture & equipment order management process company-wide

Generated a specific set of reporting to measure budget general ledger accuracy, departmental efficiency, and

Responsible for the maintenance of the scan order guide used at store level to place orders for all non-merchandise materials

Administrative Assistant - SVP Human Resources  
September 2009 - October 2010 (1 year 2 months)

Administrative duties including:

Travel

Calendar management

Associate relations calls

Updating Org Chart

Executive recruiting management

Meeting organization

HRIS Assistant

July 2008 - September 2009 (1 year 3 months)

Grant and move security access for store managers and other store level personnel, Corporate Relocation Specialist, Run Sqls, work on other projects as assigned. Process benefit premium payments, and Employee Relations Phone calls, Testing, Inputting and managing Corp New Hire Process.

InLine Referral Network

Database Administrator

February 2007 - July 2008 (1 year 6 months)

Managed Salesforce.com for Physician recruitment and other networks within InLine Referral Network.

New employee orientation, accounts payable, marketing and tradeshow coordinator, internal employee events team, work with Business Development to help with tradeshow coordination, account tracking, and other duties as assigned.

Assist CEO of INLINE Referral Network with any duties that have been assigned.

CUNA Mutual Group

Sales Support Specialist

November 2001 - December 2006 (5 years 2 months)

Sales Support Specialist for Financial Services as well as supporting different levels of management at CUNA Mutual.

Worked with Financial/GAP Analysis reporting, lending, and other tools dedicated to making CUNA Mutual succeed. Worked as the content manager for the Financial Services Department

Sales Account Team Specialist for the Division Manager of Marketing, Division Manager MEMBERS Financial Services, and Division Manager of Lending.

Created DRIP marketing campaigns for different events within CUNA Mutual.

Worked with Division Leadership Team to prepare reports, set meetings and teleconferences.

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## Education

Texas A&M University-Commerce

Bachelor of Arts - BA, General Studies · (2016 - 2019)

Cedar Hill High School

· (1990 - 1994)

## Contact

[www.linkedin.com/in/darla-barba-85380833](http://www.linkedin.com/in/darla-barba-85380833) (LinkedIn)

## Top Skills

Grocery  
Merchandising  
Private Label

# Darla Barba

Buyer at Pro-Health  
Dallas/Fort Worth Area

## Experience

### Pro-Health

Account Manager Sales and Procurement  
August 2011 - Present  
Carrollton, TX

#### Pro-Health - Buy Potatoes

Account Manager August 2011 – Present

Sales Account Manager over high profile accounts

- Managing Varietal Program
  - o Fully responsible in running a full line of specialty potatoes
  - # Direct customer interaction
  - # Generating new customer business
  - # New Item creations
  - # Determining cost and suggestion to customer retail price point
  - # Providing a 1 stop shop customer benefit
  - # Concept – business within a business.. pay all exp, OH, etc
- Procurement of a Specialty line of Potatoes from Growers
  - o Sourcing and alignment with grower partners on varietal potatoes
  - o LTL / Transportation resolutions
  - o Knowledge of seasonal movement and grower transitions
  - o Daily interaction with growers Market status, crop volume, quality
- Quality Control/ Food Safety:
  - o Generate documents and implementing to Policies/SOP's
  - o QC and inspection of product upon arrival
  - o Daily inventory and quality checks
  - o Replenishment
  - o PACA protocol..

### Walmart

Produce Buyer  
November 1993 - August 2011 (17 years 10 months)

- Strategic Planning: Strategize impactful sourcing and growth of procuring produce with diversified Growers and Suppliers for multimillion dollar accounts
- Growth Performance: Increase Sales and profit as well as reducing shrink

- Profit Enhancement: Cut Costs by optimizing transportation, reducing freight miles
- Human Resources: Team Manager, Servant Leadership in Customer Service, Policy Implementation, and focus on promoting associates and management growth
- Community Support: Maintaining high standards of sustainability, offer store of the community commodities to consumers (know who your customer is and what they want)
- Twenty+ years of experience in retail food industry – Warehouse operations, store operations, and commodity procurement
- Expertise in dealing with legalities of contract negotiations
- Communications and connections in dealing with Department of Agriculture and University Representatives to collaborate joint efforts of state support and sustainability

## HEB

### Bakery Supervisor

May 1989 - November 1993 (4 years 7 months)

Started out as a bagger and worked my way up to Bakery Supervisor while attending college. Age 19 to 23

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## Education

### Temple Jr College

Marketing and Merchandising · (1988 - 1993)

## Contact

[www.linkedin.com/in/don-gay-a19b89130](https://www.linkedin.com/in/don-gay-a19b89130) (LinkedIn)

## Top Skills

Business Process Improvement  
Integration  
Management

# Don Gay

Team Lead Manager at Raytheon  
Prosper, Texas

## Summary

Experienced Supply Chain Manager with a demonstrated history of working in the Defense & Space industry. Skilled in Enterprise Software, Strategic Sourcing, Sourcing, Management, and Leadership. Strong purchasing professional with a Master of Business Administration (MBA) focused in Business Administration and Management, General from University of Phoenix.

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## Experience

Raytheon  
AP/Procurement Professional

Raytheon  
Team Lead Manager  
August 2008 - Present  
Plano, Tx

Commodity Manager which aggregates spend and completes company wide agreements

Raytheon  
Technical Team Lead  
April 2008 - Present

- Direct and manage an Accounts Payable Team with emphasis on payment of supplier invoices (APEX and PRISM) in a Contact Center environment.
- Hire, coach, train and lead a team to provide accurate and timely processing while providing excellent customer service.
- Meet service level agreements and business support requirements.
- Maintain current internal controls and establish additional controls and procedures as needed.
- Hold team accountable for meeting goals while providing on-going feedback with scheduled performance discussions.
- Design, create and deliver training solutions on various platforms for both technical and soft skills.



- Respond to internal and external customer inquiries.
- Understanding and interpreting policies, practices, concepts and Sarbanes-Oxley Act.
- Frequent Interaction with internal and external personnel including various levels of management.
- Conduct briefings and collaborates with key stakeholders to identify opportunities to streamline and improve the AP Accounting function and promote process improvement concepts.
- Support the Supply Chain organization in driving improved affordability, efficiency, and supply base performance by leading Strategic Sourcing activities in the execution of strategies that are aligned with the SCM goals and objectives. Foster and maintain effective collaboration across the business areas, within Supply Chain, and across enterprise teams to ensure full integration of best practices to accomplish objectives.
- Comply with Raytheon's Enterprise Subcontract Process Excellence (ESPX) for strategic sourcing
- Ensure early program integration to select the best suppliers with the most competitive solutions to achieve affordability and business results
- Develop forecasts by business area and review with Material Program Managers across to identify on-going sourcing and agreement opportunities

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## Education

University of Phoenix

Master of Business Administration (MBA), Business Administration and Management, General · (2004)

## Contact

[www.linkedin.com/in/genevieve-gonz%C3%A1lez-25b90418](http://www.linkedin.com/in/genevieve-gonz%C3%A1lez-25b90418)  
(LinkedIn)

## Top Skills

Automotive

Logistics

Supply Chain

## Languages

English (Native or Bilingual)

Spanish (Native or Bilingual)

French (Limited Working)

# Genevieve González

Logistics and Packaging Procurement Manager  
Dallas/Fort Worth Area

## Experience

Toyota North America  
Procurement Logistics Manager  
March 2017 - Present  
Plano, Texas

### General Motors

9 years

Global Outbound Logistics Purchasing Lead  
February 2013 - March 2017 (4 years 2 months)  
Warren, Michigan

Outbound Rail Supervisor  
July 2012 - February 2013 (8 months)  
Warren, MI

- Lead Bi-Level / Tri-level Railcar Fleet sizing, negotiation with 7 class 1 railroads
- Oversee and conduct event driven management for empty and loaded railcars, including monitoring of network, crisis management, contingency planning and maintaining rail trip plans
- Supervision of 3 direct reports, goal setting plans, employee training and tactical operation supervision

Logistics Coordinator  
January 2011 - July 2012 (1 year 7 months)  
Detroit

- Ensure no logistics related disruptions, achieve on-time delivery performance for all transportation modes
- Domestic and international Material follow-up, premium shipment tracking
- Ensure maximum utilization of warehousing and truck network; providing accurate scheduling revisions.
- Reduce/eliminate blow out and stabilize inventory

Logistics Senior Buyer  
April 2008 - January 2011 (2 years 10 months)

- Purchasing of logistics movements for containers and finished vehicles in ocean, air, inland and consolidated modes.
- Sourcing of consolidation centers and Port management.
- International contract negotiation with carriers and freight forwarders.
- Administration & Management of lanes, contracts, rates and capacity.

## SYNERGY & LOGISTICS

Senior Consultant, Purchasing and Trade Management

May 2004 - April 2008 (4 years)

- Administration and coordination of national and international project portfolio.
- Logistics, trade and supply chain management consulting, evaluation and analysis of current processes.
- Recommendations of new methodologies for supply chain improvement, based on evaluation of each company assets

## Walmart

Assistant Buyer

November 2005 - September 2006 (11 months)

Mexico City Area, Mexico

- Purchasing negotiations to supply Wal-Mart Mexico retail stores (General merchandise area, Including price, quantity, delivery dates and distribution negotiations).
- Creation and analysis of reports for controlling and planning future demand. Administration of product portfolio; selection of permanent and seasonal products.
- Identification of areas in need of improvement during the purchasing, delivery, sale and reordering processes in order to achieve pre-established levels of sales, profit and inventory.
- Responsible for the selection and sampling of international products to be imported into Mexico.

## Intercorp de Latinoamerica

Project / Purchasing Manager

April 2005 - November 2005 (8 months)

- Import / Export of textiles and furniture between Mexico, United States & Europe, direct contact with customs agents.
- Responsible for international logistics and distribution.
- Project development from beginning to end including administration and tracking of accounts, customers, orders and payments. Creation of quotes, purchase orders, invoices and financial reports.

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## Education

Univerity of Birmingham

Master of Business Administration (MBA), International  
Business · (2006 - 2007)

ITESM

Bachelor of Arts (B.A.), International Business/Trade/  
Commerce · (2000 - 2004)

## Contact

[www.linkedin.com/in/desiree-coyle-ballard-4884555](https://www.linkedin.com/in/desiree-coyle-ballard-4884555) (LinkedIn)

## Top Skills

Supply Chain

Process Improvement

Program Management

## Certifications

Strategic Thinking

# Desiree Coyle-Ballard

Strategic Procurement Manager

Mckinney, Texas

## Experience

Hewlett Packard Enterprise

Strategic Procurement Manager - Global Strategic Sourcing

June 1987 - Present

Plano, TX

NTXAPICS

Supply Chain

2000 - 2015 (16 years)

Collin College

student

1994 - 1998 (5 years)

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## Education

Amberton University

Master of Business Administration (MBA)

Amberton University

Bachelor of Arts (B.A.)

Collin County Community College

Associate of Arts and Sciences (AAS)

Community College of the Air Force

· (1983 - 1983)

## Contact

[www.linkedin.com/in/john-orem-2817a46](https://www.linkedin.com/in/john-orem-2817a46) (LinkedIn)

## Top Skills

Product Development  
Cross-functional Team Leadership  
Plastics

## Languages

English

## Honors-Awards

Raytheon TI Systems Quality Award  
Teaming for Excellence Gold Medal  
Teaming for Excellence Gold Medal  
Teaming for Excellence Silver Medal  
Wall Street Journal Outstanding Student Award

## Patents

High-temperature obturator for a gun-launched projectile

# John Orem

Manager, Procurement and Should Cost Engineering at  
CommScope  
Dallas/Fort Worth Area

## Summary

Senior mechanical materials, component engineering, and procurement professional with over 20 years in Fortune 100 companies and extensive experience in plastics, power, thermal management, and packaging. Focus on the development of highly technical systems and optimization of product cost and quality utilizing global development teams and suppliers. Expertise includes developing and utilizing cross functional teams to solve complex issues.

Specialties: Subject matter expert in plastics and packaging

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## Experience

### CommScope

6 years

Manager, Procurement and Should Cost Engineering  
October 2018 - Present  
Richardson, TX, USA

Responsible for procurement and cost reduction in Base Station Antenna department as well as managing global Should Cost Engineering team.

### Senior Mechanical Engineer

July 2013 - September 2018 (5 years 3 months)  
Richardson, TX

Mechanical design and development supporting the Base Station Antenna Group. Manage cost optimization programs utilizing global teams.

### Reliant Worldwide Plastics

Project Engineer  
March 2011 - October 2012 (1 year 8 months)

Create and design new products and tools as well as troubleshoot existing product design and tooling while supporting the pre and post sales environment.

## Tellabs

Sr. Commodity Manager/Procurement Engineer

July 2007 - November 2010 (3 years 5 months)

Responsible for managing plastics, power, and thermal management commodities. Select and manage suppliers, provide design/component recommendations, chair cross-functional teams managing total cost

## Tyco Electronics/Lucent Technologies

Distinguished Member Technical Staff

March 1998 - July 2007 (9 years 5 months)

Component engineer responsible for non-metallic materials such as plastics, packaging, labels, TIM, etc.

## Texas Instruments/Raytheon

Non-Metallics engineer

May 1988 - March 1998 (9 years 11 months)

Non-metallics engineer working with composites, thermoplastics, and elastomers. Experience includes material selection, processes, and tooling. Employed in antenna/non-metallics department of Advanced Technology and Components Division

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## Education

University of North Texas

Bachelor's, Production/Operations management · (1985 - 1987)

Texas A&M University

Mechanical Engineering · (1982 - 1985)

Richland College

Engineering · (1980 - 1981)

## Contact

214-938-6685 (Mobile)

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

## Top Skills

Six Sigma

Government Contracting

Supply Chain Management

## Languages

English (Full Professional)

## Honors-Awards

Beta Gamma Sigma National  
Business Honorary Society

# Gregory Brice

Senior Staff Subcontract Manager at Lockheed Martin  
Plano, Texas

## Summary

Dynamic results-oriented Director with a Masters degree in Supply Chain Management, and more than twenty years of experience in providing comprehensive Strategic Sourcing and Supply Chain Management (SCM) solutions to consistently meet and exceed customer and business expectations for Fortune 500 companies.

Forward thinker and self-motivator that thrives on new challenges and adapts quickly to new environments. Proven leadership abilities and communication skills, with the demonstrated capacity to foster innovative and inclusive team-oriented work environments and lead cross-functional teams to implement coordinated SCM solutions.

Proven record of successful development and implementation of comprehensive strategic sourcing value chain strategies to maximize sourcing and procurement agility, improve operating performance, enhance profitability, support critical company objectives, and increase customer satisfaction.

Decisive and engaging leader with demonstrated knowledge of total cost of ownership, root cause analysis, and application of proven problem resolution tactics to identify and resolve critical issues in multi-task environments.

Self-starter with ability to work independently and successfully in fast-paced environments.

Connect with me using:

►►► glbrice99@gmail.com ◀◀◀

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CEOs, COOs, Directors of Procurement, VP of Strategic Sourcing, Recruiters, HR Managers, Hiring Managers connect with me to get access to my network deep in industry leadership.



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## Experience

### Lockheed Martin

Senior Staff Subcontract Manager

May 2019 - Present

Dallas/Fort Worth Area

Subcontract team lead for obsolescence and development initiatives.

### Baylor Scott & White Health

Director Commodities

January 2017 - Present

Dallas/Fort Worth Area

Director of Commodities for capital equipment, including Radiology, Surgical, Pharmaceutical and Biomedical areas of care. Key focus areas include providing comprehensive strategic sourcing support to all segments of the hospital system, including the development and implementation of focused commodity strategies to assist stakeholders manage risk, and identify cost avoidance opportunities to support all segments of the hospital system. Responsible for engaging with cross-functional sourcing teams to identify and prioritize projects, develop product standards, lead strategy development, manage RFx processes, lead negotiations and manage the contracting process to develop and maintain multi-year contracts. Monitors and manages supplier performance and contract compliance with support of Portfolio Director. Provides ongoing communication to VP Strategic Sourcing and CPO on activities and status of key projects.

#### SELECT ENGAGEMENTS:

Conducted competitive negotiations in support of multi-hospital requirements for Anesthesia systems, resulting in savings of \$1.0M from budgetary cost of \$3.3M. Developed system-wide agreement to support ongoing procurement of multi-year requirements.

Led Strategic Sourcing project for radiology equipment across multiple modalities to identify best value solutions for cumulative FY18 capital spend. Engaged with cross-functional steering committee to review supplier capabilities and constraints to manage supplier selection process. Achieved savings in excess of \$5M from a budgetary cost of \$20.9M.

Engaged with nursing practice to identify enterprise supplier for patient beds to replace incumbent suppliers for bed purchase and rental. Developed standard configurations for all primary bed types (Med/Surg, Labor and Delivery, ICU/Critical Care) and implemented a system-wide pricing agreement for purchases and rental, with value-add incentives to deliver ongoing cost avoidance.

Leaders in Strategic Sourcing, Procurement & Materials  
Management in the Dallas/Fort Worth TX Area  
Founder | SCM Strategic Sourcing Procurement Consulting  
January 2013 - Present  
Dallas/Fort Worth Area

Attending networking events

Researching Industry Leaders

Tracking Industry Trends

Participating in Industry Discussions

KPMG

Senior Associate - Operations Advisory  
June 2013 - October 2016 (3 years 5 months)

Provide consultative guidance to high-profile companies across various industries to assist clients manage risk, increase revenues, and control costs to meet their strategic and financial goals. Responsible for providing thought leadership and guidance, developing and managing quantitative analytics, defining recommendations, and creating, socializing, and presenting findings.

SELECT ENGAGEMENTS:

- Managed the training and communication segment of a procure-to-pay (P2P) transformation for a leading Pharmaceuticals Company. Performed a detailed baseline assessment of P2P training materials, identified and prioritized gaps and overlaps based upon leading practices, and developed a series of self-service training materials and instructor led training webinars for key focus areas. Implemented and maintained key performance indicators/metrics.
- Conducted a Procurement assessment and benchmarking study for a Global Research University to compare how the procurement organization's processes and policies compared to peers and against leading practices.

Provided key finding and made recommendations to close the performance gaps and developed a set of action plans to better support the goals of the client.

## Raytheon

12 years 7 months

### Supply Chain - Material Program Manager

June 2007 - December 2012 (5 years 7 months)

McKinney, TX

MPM Team Lead for Electro-Optical Sensor product family. Key focus areas included development and implementation of comprehensive SCM Strategy for all Programs/Contracts with cumulative material budgets exceeding \$20M; including implementation of sourcing strategy to leverage all material requirements with concurrent POP to reduce material costs, enhance profitability, and support key customer and programmatic goals.

- Successfully achieved savings in excess of \$2M to project budgets

Team Lead for multidiscipline Optics Supplier Integrated Product Team, supporting all programs within Surveillance and Targeting Systems product line. Successfully developed and implemented commodity-driven sourcing strategies to increase agility and leverage; achieving required cost reductions to support key programmatic and customer objectives across multiple product lines.

- Successfully led negotiations to achieve cost reductions in excess of 20% of proposed costs from key suppliers

Lead MPM for multiple developmental Electro-Optical Sensor and Radar programs. Responsibilities included Supplier identification/selection and development of comprehensive material management plans for material procurement, allocation, and management of associated material budgets. Successfully developed and executed material strategies for multiple SAS International EO Products programs and provided MPM support throughout the entire program lifecycle, from proposal process to project closure.

### Strategic Sourcing - Integrated Supplier Strategy Team Leader

May 2006 - June 2007 (1 year 2 months)

Dallas, TX

Cross-functional Strategic Sourcing Team Lead, responsible for market analysis and optimization of product-category suppliers to provide a competitive advantage to company-wide production programs. Successfully

developed and implemented commodity-driven strategic sourcing strategies to increase agility and leverage within the Major Assemblies commodity group, with an annual spend exceeding \$139M; including management of existing and future supplier relationships to ensure cost, quality and schedule targets were achieved.

- Effectively integrated representatives from multiple disciplines into a cross-functional ISST team and managed the team across multiple business sites
- Negotiated and implemented multiple pricing agreements for purchased materials and services; including blanket agreements and commodity indexed agreements, developed Command Media to document ISST Strategic Sourcing process

Procurement / Subcontracts - Senior Principal Supply Chain Specialist  
June 2000 - May 2006 (6 years)

McKinney, TX

Senior Subcontract Manager for major subassemblies, responsible for managing subcontracts in excess of \$100M annually in support of Commercial and Government Defense programs. Proven record of providing comprehensive procurement support, improving supplier performance and company/supplier relationships. Extensive experience in the development of technical specification and negotiation strategies to support the cost-effective procurement of equipment and materials for mission critical development and production programs. Responsibilities included source selection, pricing trends, market analysis, proposal evaluation, negotiation, critical supplier management, and administration of major subcontracts. Major accomplishments included:

- Negotiation and implementation of multiple long-term agreements with critical suppliers in support of critical Electro-Optical program to achieve significant cost reductions and support key programmatic objectives

BP - Atlantic Richfield Company  
Material Manager / Senior Buyer  
January 1982 - May 2000 (18 years 5 months)

Dallas, TX

Provided material management and procurement support for company-wide locations and projects.

- Materials Manager: Managed tubular storage and inspection yard, supporting company-wide drilling program. Responsibilities included procurement, material forecasting, transportation, storage, and maintenance of material to maintain optimum inventory levels to support time-sensitive

deliveries requirements while minimizing carrying costs and premium transportation charges.

- Material Manager / Senior Buyer: Oil and Gas tubular goods. Responsible for procurement and allocation of materials to support company-wide drilling program. Proven record of improving supplier performance and company/supplier relationships. Extensive experience in negotiation strategies to support cost-effective procurement of equipment and materials for critical exploration and production programs. Responsibilities included source selection, pricing trends, market analysis, proposal evaluation, negotiation, and critical supplier management.
- Negotiated and administered \$50M Compaq procurement agreement for all company locations, and coordinated various site-specific and enterprise-level software agreements

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## Education

### University of San Diego

Master of Science in Supply Chain Management, Logistics, Materials, and Supply Chain Management · (2004 - 2006)

Louisiana State University and Agricultural and Mechanical College  
BS, Engineering Technology · (1978 - 1981)

Contact

[www.linkedin.com/in/gayle-moritz-7720833b](https://www.linkedin.com/in/gayle-moritz-7720833b) (LinkedIn)

Top Skills

- Supply Management
- Procurement
- Engineering

# Gayle Moritz

Sr. Procurement Manager at Halliburton  
Dallas/Fort Worth Area

## Experience

Halliburton  
Sr. Procurement Manager

Halliburton  
Sr. Procurement Manager

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## Contact

[www.linkedin.com/in/corrine-miklosh-608277](http://www.linkedin.com/in/corrine-miklosh-608277) (LinkedIn)

## Top Skills

Purchasing

Contract Management

Negotiation

# Corrine Miklosh

Happily retired at Retired  
Plano, Texas

## Summary

After many years of taking care of others and their needs I made the decision to take care of mine and left the workforce last spring. I wasn't sure if it was permanent or a long break, but the longer I am out the less I desire to return. I am spending more time with family and friends and volunteering and giving back. I loved what I did and the people that have come into my life from my various jobs. I wish you all of the best. hmmm so what shall do today?

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## Experience

### Retired

Happily retired

April 2018 - Present

Does what I want, when I want! Volunteers with local political group and looking into other volunteer opportunities. May choose to play slug all day or visit with friends.

### WideOrbit

IT Procurement Manager

2010 - Present

Source and procure all equipment and services in support of all WideOrbit offices worldwide. Primary role in acquiring of hardware and software for resale and internal use. Negotiate agreements for goods and services including renewals, and acquisitions. Work with all divisions and departments to establish standards and identify areas of potential cost savings. Source and track software licenses to ensure compliance. Ensure all equipment meets current requirement and work with IT in developing standards.

### Catapult Consultants- Contract Specialist - FDIC

Contract Specialist

2010 - 2010 (1 year)

Assist in all aspects of contract life cycle, including preparation of solicitations, SOWs, evaluation of proposals, monitor contract performance. Assist in the planning of negotiation strategy, serve on the negotiation teams and negotiate contract modifications.

Commercial Metals Company  
Sr IT Purchasing Agent  
2007 - 2010 (4 years)

Negotiated contracts for equipment, software and services for IT department. Sourced products, developed RFPs, led negotiation teams. Led initiatives covering anti-virus, cad software, networking monitoring software and tax software. Led project for printer fleet replacement. Focus was on software procurement and contract management.

PepsiCo  
IT Procurement Specialist  
2006 - 2006 (1 year)

Process and negotiate all Statements of Work, schedules and agreements for software, hardware and services in support of the IT department of PepsiCo, Inc. Facilitate the contract process with requester, legal and vendor to ensure adherence to all policies and procedures

Children's Medical Center Dallas  
IS Procurement Specialist  
2004 - 2006 (3 years)

Purchase all hardware, and software in support of the Information Services department. Ensure compliance with hospital standards, maintain software licenses and track usage. Team with other members of IT organization to provide equipment as needed in support of the hospital.

Transamerica Real Estate Tax Service  
Purchasing Supervisor  
1998 - 2004 (7 years)

Supervised the activities of the Purchasing Department in support of two (2) Corporate divisions offices, and 20 field locations Ensured compliance to standardized policies for purchasing of all office related equipment, hardware, software, office supplies and services.

·Analyzed pricing for all major purchases, savings of over \$50K in 2002 and \$85K in 2003.



- Re-utilized excess furniture and equipment in field offices, saving over \$50K.
- Led Six Sigma green belt team reviewing temporary services, establishing a nationwide, Internet-based program while saving the company in excess of \$30K annually.
- Negotiated waiver of maintenance contract for unused software licenses reducing annual costs by \$18K.
- Consolidated invoicing for nationwide division offices, reducing costs and processing.
- Performed critical function as member of a corporate team that evaluated and selected new vendor for service awards program for all affiliates of Parent company, and resulted in a higher quality program at no cost increase.
- Developed nationwide promotional items program as a team member, establishing standards and lower total costs with warehoused items and catalog selection.
- Wrote Purchasing Policies for standardizing all company purchases, reducing costs and improving service.
- Played vital role in creating standards and implementation of new hardware for field offices, ensuring reduced pricing and timely delivery, and being awarded a company "Star Award".

## Transamerica Real Estate Tax Service

### Purchasing Administrator/Buyer

1993 - 1998 (6 years)

Purchasing Administrator, Buyer

Performed all functions of the Purchasing Department; developed national contacts and sources.

- Developed an in-house Purchasing Department; identified contacts within corporate structure, vendors and divisions. Designed filing and tracking systems for records and inventory.
- Performed key roll during the consolidation of nationwide offices to a central Dallas, TX site, involved from selection and development of all furniture and equipment to opening of facility.
- Established localized vendor contracts and agreements in new location exceeding percentage required by corporate/city agreement.

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## Education

Las Positas College



## Contact

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

## Top Skills

Purchasing  
Supply Chain  
Global Sourcing

# Gary La Crone

Purchasing Director, Procurement Manager Retired  
Dallas/Fort Worth Area

## Summary

Purchasing Director, Procurement Manager

Connect with me on LinkedIn << <

All Invitations to Connect Welcome

LION – LinkedIn Open Networker

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Recruiters, HR Managers, Hiring Managers connect with me to get access to my network deep in industry leadership.

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Lifetime C.P.M.; PSCMC University of Houston Clear Lake

Specialties: Chemicals; Packaging; Outsourcing; Private Label; Project Management; Transportation

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## Experience

Purchasing Procurement Manager Leadership in the Dallas/Fort Worth Area

Founder | Purchasing Director, Procurement Manager  
2014 - Present

Attending Networking Events

Researching Industry Leaders

Tracking Industry Trends

Participating in Industry Discussions

Aloe Vera of America, Inc

Director Purchasing | Procurement Management

February 2002 - December 2013 (11 years 11 months)

Chemicals,packaging,outside production,global sourcing,contracts

BeautiControl

Purchasing Manager | Procurement

January 1997 - February 2002 (5 years 2 months)

Chemicals,packaging and outside production.

Mary Kay, Inc.

Buyer | Purchasing, Procurement

January 1981 - December 1996 (16 years)

5 years Computer Operations/Scheduling 24 hours Global shop

5 years Materials Expeditor

6 years Buyer Chemicals/tubes/pumps/bottles/labels/shippers

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## Education

Oklahoma State University

BusAd, Business/Computers/HR · (1974 - 1979)