

Contact

www.linkedin.com/in/cuong-dinh-694a3150 (LinkedIn)

Top Skills

Upstream/Downstream Operations
Inventory Control
Strategic Sourcing

Languages

English (Native or Bilingual)
Vietnamese (Native or Bilingual)

Cuong Dinh

Supply Chain & Logistics Management Professional
Garland, Texas

Summary

As a Top Achiever and integration point for logistical and strategic initiatives of the business, I operate as a trusted advisor to C-level executives in the monthly S&OP cycle to produce a demand plan on a 12-18 month horizon. I offer 7 years of progressive leadership managing \$6M procurement budgets and directing end-to-end risk mitigation measures that increase profitability and minimize costs within Supply Chain and Materials Management. I am a natural leader who coaches teams on effective purchasing methods, policies, and procedures.

I hold a Bachelor's in Supply Chain Management. I am experienced in global transportation and production management with the U.S. Navy and maintain a current U.S. Secret Security clearance level. Over the course of my career, I have managed more than \$100,000 in government contracts at a time for multiple facilities, produced \$190,000 in materials savings via strategic sourcing, and improved efficiency through workflow streamlining.

Experience

US Navy

9 years 4 months

Supply Chain Manager/Procurement Manager

July 2013 - Present

Corpus Christi, TX

Currently I direct forward looking Demand Plan at the Naval Air Station Corpus Christi, partnering with C-suite executives across 4 Naval Airfields to lead global supply chain planning, scheduling, inventory management, and logistics operations. I oversee a \$900,000 materials and services procurement budget, guiding a team of 3 purchase agents in tracking supply chain KPI's and forecasts to drive improvements.

Highlights Include:

- Negotiating \$40,000 in savings, allowing additional monetary resources to be reallocated for acquisition of parts and materials at fiscal year end.
- Managing \$100,000+ in annual contracts awarded to civilian vendors; institute an evaluation of group purchasing agreements to procure services at economical prices within world-wide portfolio of suppliers.
- Leveraging ERP system to evaluate demand and initiate strategy to optimize supply stream of goods/services.
- Achieving high internal customer satisfaction rates, fostering a "Customer First" culture that effectively resolves complex pricing problems in order to ensure prompt payment and avoid delays to end-users.

Materials Manager

March 2010 - July 2013 (3 years 5 months)

Norfolk, VA

Promoted to manage 30,000 line items of equipment and inventory aboard the USS Mason.

Highlights Include:

- Achieving 99.99% data accuracy by implementing and monitoring all transition efforts and material transactions.
- Executing physical inventory checking process with a consistent focus on total cost management, historical spend, operational constraints, and service implications.
- Operating as SME/subject matter expert and offered insight into setting Cycle Counting policy and helped the team understand transactional affects to inventory.

US Navy

Purchasing Agent

May 2009 - July 2013 (4 years 3 months)

Norfolk, VA

In this position I oversaw full cradle to grave Procurement functions, prepared and sent RFQs/RFPs, reviewed proposals, negotiated prices, selected or recommended suppliers, analyzed trends, and follow-up on orders placed. I also evaluated bids for best value determination, analyzed supplier performance, and monitored quality and on-time delivery.

Highlights Include:

- Negotiating and procuring 2,000+ orders.
- Overseeing replenishment systems, safety stock levels, and forecasting techniques and principles.
- Bundling supply chain demand to optimize transportation solutions.
- Managing the post-award life cycle of multi-million dollar contracts and verifying the accuracy of awards delivery, ensuring compliance with governmental regulations and contractual requirements.

US Navy

Supply Chain Manager

August 2008 - July 2013 (5 years)

Norfolk, VA

In this position, I orchestrated practices to reduce total supply chain cycle time on the USS Mason by planning and implementing early procurement opportunities and activities of high value and strategic impact.

Highlights Include:

- Saving 100+ at-risk logistical problems from potential peril; managed 7 personnel in evaluating alternatives for contingency planning in response day-to-day operations, changes, and large-scale emergencies.
- Earning 4 “Making a Difference” awards for performance excellence as a standout performer.

Education

Michigan State University - The Eli Broad College of Business

Master of Science (M.S.), Supply Chain Management · (2015 - 2017)

Villanova University

Six Sigma Green Belt · (2015 - 2015)

Ashford University, Forbes School of Business

Bachelor's Degree, Supply Chain Management

Contact

www.linkedin.com/in/jeff-simon-a0b5b119 (LinkedIn)

Top Skills

SAP Distribution, Inventory & Order Management for FLNA & Tropicana Chilled DSD

Distributor Order & Billing Management for Hawaii & Alaska

Ocean Freight Container Management

Jeff Simon

Associate Manager - Global Transportation Capacity Management & Procurement at PepsiCo

Frisco, Texas

Experience

PepsiCo

13 years

Global Transportation Capacity Management & Procurement Associate Manager

December 2018 - Present

Plano, Texas

Accountability for the coordination and execution of Transportation Procurement/Bid events for various functions to include Ocean, TL/IM & LTL Bids for each respective business unit. Key accountabilities include the mining and validation of data, acting as a liaison between carriers, local operations and procurement teams and leveraging of procurement bid optimization tools.

Global Transportation Solutions Associate Manager

March 2016 - December 2018 (2 years 10 months)

Plano, Texas

Responsible for the sustainment, continuous improvement and deployment of the gTMS / ETMS

solutions. Key responsibilities include leading the continuous improvement agenda, market engagements, functionality maturity curve execution, super user training, system upgrades and expansion of the TMS solution Globally.

Senior Supply Chain Planner

January 2015 - March 2016 (1 year 3 months)

Plano, Texas

Responsible for planning the daily optimized solutions. Collaborating with field partners at PepsiCo (Pepsi, Frito-Lay, Quaker, Gatorade & Tropicana) production plants, copackers, distribution centers and suppliers to deliver the most profitable executable solutions for the western United States.

West Region Copack Transportation Manager

December 2012 - December 2014 (2 years 1 month)

Responsible for on time delivery of over 22,000 outbound sales orders and transfer shipments from 21 copack facilities in the West Region annually (\$30MM carrier spend). Delivery to 20 PepsiCo distribution centers and 75

customer locations throughout Canada, United States and Latin America via truck, intermodal and ocean container. Ensuring on time delivery of all Stock Transfers and Sales Orders out of these sites by partnering with common carriers, PCNA production planners, Copack site staff, and the PepsiCo Warehouse Delivered Transportation team.

SAP Solution Specialist - Distribution Management

January 2011 - December 2012 (2 years)

Plano, Texas

Part of the team responsible for the planning, design, testing and training for distribution management conversion to SAP at over 200 Frito-Lay and Tropicana plants and distribution centers across Canada and the United States. Directly supported 9 different locations on-site during the conversion process. Selected for Master Data training, Pilot go-live at the Lynchburg plant and sole on-site support for the Hawaii and Alaska Frito-Lay distribution centers.

Logistics / Fleet/ Network Manager

July 2006 - December 2010 (4 years 6 months)

Aberdeen, Maryland & Casa Grande, AZ

Lead "Over the Road" (OTR) group of approximately 50 drivers, 4 maintenance mechanics, 4 hostlers and administrative staff of 10. Responsible for people and team development, quality performance, cost, service and safety. Develop and manage a comprehensive asset utilization plan including vehicle acquisition, annual fleet and garage operations. Perform mode selection analysis on the use of common carrier and company fleet. Interface with internal customers, vending customers and Frito Lay sales associates. Maintain the warehouse management system and improve inventory accuracy levels through the use of cycle count and reconciliation. Manage efficient space utilization and dock utilization; door and trailer turns. Monitor daily productivity and adherence to the shipping schedule. Manage order fill rate, product availability, and on time delivery. Manage Drop trailer programs with delivered carriers and CPU customers. Administer policies and procedures and conduct presentations and formal training programs. Provide development opportunities, training, and coaching.

Idealease

Rental and Operations Manager

February 2005 - July 2006 (1 year 6 months)

Responsible for a basic profit center unit for the company. Totally responsible for the generation of acceptable profits measured against people

management, investment and revenue, optimum utilization of assets, and growth of the branches in Phoenix and Tucson. Responsible for these basic functions of the branches: Maintenance Operations, Rental, current account retention and development, support implementation of Safety, Health and Environmental Standards and procedures, established measurable annual facility and branch goals, ensured that Safety, Health and Environment performance is measured and appropriately rewarded, lead and participated in the Safety, Health and Environmental Committee and recognition programs to effectively manage and communicate Safety, Health and Environmental issues, coordinate communications with regulatory agencies, review all accidents to ensure appropriate corrective actions had been taken.

Ryder System, Inc.

Business Unit Manager

February 1999 - February 2005 (6 years 1 month)

Los Angeles, CA

Managed the daily logistics and rental operations of eight profit center locations in Southern California and the California Central Coast. Ensured optimum utilization for a fleet of more than 2,000 rental and "Full-Service" leased vehicles by increasing rental margin, generating acceptable profits, controlling operational costs, monitoring vehicle maintenance, maintaining audit compliance requirements for the product lines, successfully collecting outstanding customer debt thus reducing Days Revenue Outstanding (DRO), analyzing profit and loss with the ability to forecast, developed and implemented powerful short and long-term financial strategies to increase revenue. Successfully handled and managed internal Integrated Logistics accounts. Developed positive business relations with both local and national vendors and a large variety of business customers. Negotiated business agreements. Handled and solved customer transportation needs to include emergency roadside assistance calls from the 24-hour Ryder Customer Response Center by promptly locating and coordinating a replacement vehicle or expediting repair services to effect continued delivery of freight. Managed 25 full-time sales and operational employees at multiple locations. Organized, led and facilitated group meetings and helped teach employee classes at the local level and at corporate headquarters. Responsible for hiring, training, evaluating, and developing an area team that focused on ensuring customer/client satisfaction and marketing strategies to retain and acquire new business.

Education

Coastal Carolina University
Bachelor's degree · (1994 - 1998)

Contact

www.linkedin.com/in/annette-wooley-9566727 (LinkedIn)

Top Skills

Analysis
Project Planning
Coordination

Annette Wooley

Procurement Program Manager at Susan G. Komen for the Cure
Dallas/Fort Worth Area

Summary

A business professional experienced in analyzing merchandise sales, and fulfillment. Proven reputation for developing positive working relations with vendors, key accounts, retail department stores, warehouse and field personnel.

Specialties: Highly organized with demonstrated strengths in meeting deadlines, coordinating, planning, analysis, troubleshooting, and report creation.

Experience

Susan G. Komen for the Cure
Procurement Program Manager
February 2013 - Present
Dallas/Fort Worth Area

Implementation of a variety of software and programs including a merchandise ordering site, Accounting reconciliation site, on-line travel providers, the Bank of America purchasing credit card and travel credit card sites. Program administrator and trainer.

Accounting portion of inventory management including analysis and reporting: cost of goods sold, royalty, inventory dispensation, donations. Identified numerous vendor reporting issues and resolved.

Responsible for the effective operation of the Purchasing and eProcurement modules in Oracle's PeopleSoft system.

Susan G Komen for the Cure
Procurement Analyst
October 2003 - Present

Manage all areas of \$3M credit card program. Educate employees on Accounting Department software and policies. Analyze purchasing in order to identify cost savings. Explores avenues of growth potential within the organization and with vendors.

Susan G. Komen for the Cure
Merchandise and Logistics Analyst
October 2002 - January 2011 (8 years 4 months)

Merchandise and Logistics Analyst

Acts as the liaison to the warehouse to ensure inventory levels are maintained assist in the selection and procurement of merchandise in order to increase sales and maintain gross margin goals.

- Reporting of monthly key success indicators and yearly budget
- Established a strong working relationship with warehouse and vendor contacts.
- Analyze by item sales and identify slow selling items. Make recommendations to on how to move this inventory.
- Reduced logistics by monitoring expenses.
- Supervised 3-10 customer service personnel

Menlo Worldwide

Logistics Analyst
March 2001 - October 2002 (1 year 8 months)

Worldwide Logistics Company under the parent company CNF contracted at Dr Pepper/Seven-Up

Logistics Analyst

Reported directly to Logistics Manager. Responsible for creating, processing, and analyzing numerous daily, weekly, and monthly reports.

- On a monthly basis provide Dr Pepper Director of Supply Management a business review of all key performance indicators; including on-time deliveries by mode, service delays, freight costs, pounds shipped, claims, and invoiced amount by carrier.
- Worked closely with Dr Pepper, carriers, and warehouse personnel to research and resolve issues.
- Automated the manual quoting process, eliminating the need for monthly temporary help.
- Responsible for reconciling Menlo open orders to Dr Pepper's on a daily basis. Worked in coordination with Dr Pepper to refine the process.

Nikko America

Business Analyst
December 2000 - January 2001 (2 months)

Business Analyst

Reported to the Vice President of Sales. Responsible for quote sheet, product assortments, planograms, and competitive analysis.

- Working closely with Hong Kong and Malaysia factories, responsible for item information including product specifications database, packaging database, and quote sheets.
- Researched company planogram software needs. Implemented new software to successfully create planograms for retail stores.
- Worked as a liaison to field sales personnel to ensure receipt of all product information. Addressed questions and followed-up to resolution.

Michaels

Merchandise Analyst

October 2000 - December 2000 (3 months)

Merchandise Analyst

Reported to Senior Merchandise Analyst. Responsible for purchasing, forecasting, analyzing, and planning 1,300 items for four distribution centers servicing 592 stores throughout the United States, Canada, and Puerto Rico.

- Increased and maintained the department #02 overall fill rate from 27% to the company goal of 92%.
- Established monthly demand forecasts, projections, and profiles utilizing sales history for new and existing items. Items consisted of both import and domestic.
- Worked directly with vendors to ensure all deadlines were met in order to meet shipping goals.

LEGO System A/S

Merchandise Specialist

January 1990 - October 1999 (9 years 10 months)

Trade Development Business Specialist

Responsible for account analysis.

- Selected to be a junior liaison between LEGO and their #1 account (Toys “R” Us) Store Planning Department. Responsible for all planograms, by store minimum shelf stock, product and advertising information. Successfully provided follow-up communications to LEGO Field Sales.
- Appointed analyst to provide all sales support to their #5 account (Kay-Bee/ Toys Works). Fulfilled diversified duties including tracking, planning, and analysis.
- Working within the limits of specified shipment requirements, created successful plan for complete store product assortments for the LEGOLand Carlsbad Stores and Disney.
- Presented quarterly updated to the Senior Vice President of Sales.

- Using timely and consistent communication, created planograms for all Toys “R” Us programs. Improved tracking and analysis of program results. Reviewed materials to achieve consistency and accuracy across the country.
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Contact

www.linkedin.com/in/chase-bennewitz (LinkedIn)

Top Skills

PowerPoint

Word

Excel

Languages

Spanish

Italian

Certifications

International Business Certificate

Publications

Additive Manufacturing: The Effect of a Technology Shift on the Economy

Chase Bennewitz

Sr. Commodity Manager - Global Airport Services at American Airlines | MBA Candidate at University of Texas McCombs
Dallas, Texas

Summary

Aerospace Industry Supply Chain Professional. MBA Candidate at Texas McCombs School of Business. Experienced at managing procurement of both aircraft and non-aircraft commodities and services in a dynamic environment at a massive scale. Innovative problem solver, enthusiastic team player and educated lifelong learner. An agent in the economy but chasing my dreams and catching as many flights as I can in the process. Ask me about the economic environment, aviation technology or travel advice.

Experience

American Airlines

Sr. Commodity Manager - Global Airport Services

January 2019 - Present

Dallas/Fort Worth Area

Procurement agent responsible for Airport Services contracts at Asia and Pacific region airports.

American Airlines

Sr. Commodity Manager - Technical Operations Procurement and Supply Chain

June 2013 - Present

Fort Worth, Texas

Strategic Procurement of Equipment, Parts, Components, Repairs and Services. Over the years I have been responsible for various contracts and commodities including but not limited to: Chemicals, Raw Materials, Tooling, Facility Maintenance MRO, Ground Support Equipment [GSE]. Participate on project teams supporting new technology implementation as lead procurement agent including: GPS tracking, RFID tracking, Ozone filtration and Lightning Detection system.

- Manage spend and commodities critical to overhaul operations
- Draft and negotiate supply contracts with suppliers and contractors
- Guide procurement cycle for capital expense purchases

- Design, propose, and implement cost saving strategies
- Contributed to merger synergies between US Airways and American Airlines
- Built and lead team of independent Facilities Maintenance Commodity Managers
- Executed new contract strategies for reorganized divisions

Rolls-Royce

Intern

May 2012 - August 2012 (4 months)

Oakland, California

- Collaborated with Production Planning and Scheduling, Purchasing, and Inventory Control groups in company-wide process improvement project (RRMS)
- Buyer for AE1107 engine overhaul line
- Hands-on research for undergraduate thesis: "Additive Manufacturing: The Effect of a Technology Shift on the Economy"

Kyrene Elementary School District

Club Leader III

February 2007 - April 2012 (5 years 3 months)

Phoenix, Arizona

Kyrene Kids Club: After school daycare for school age kids at my elementary Alma Mater. Champion of dodgeball, basketball, chess, and Connect 4.

Henkel

Supply Chain Planning Intern

May 2011 - August 2011 (4 months)

Scottsdale, Arizona

- Process analysis and improvement project: phase out optimization
- North American Finalist, Henkel Innovation Challenge 5 in Warsaw, Poland (April 2012)

Education

The University of Texas at Austin - Red McCombs School of Business

Master of Business Administration - MBA · (2018 - 2020)

Arizona State University - W. P. Carey School of Business

B.S., Supply Chain Mgmt, Economics · (2009 - 2013)

Bocconi University

Exchange, Economics · (2012 - 2012)

Desert Vista High School

· (2005 - 2009)

Contact

www.linkedin.com/in/ben-schmidt-8235842 (LinkedIn)

Top Skills

Aircraft
Value Stream Mapping
Aerospace

Certifications

Certified Purchasing Manager (CPM)
Six Sigma Black Belt Certification
Six Sigma Green Belt Certification

Ben Schmidt

Sr. Principal Procurement Specialist; Manager II at Raytheon Space and Airborne Systems (SAS)
Plano, Texas

Experience

Raytheon
Sr. Principal Procurement Specialist; Manager II
April 2017 - Present
Plano, TX

L3 Technologies
Sr. Procurement Manager
February 2016 - April 2017 (1 year 3 months)
Greenville, TX

Bell Helicopter
Procurement Manager - Avionics & Electrical Systems (VMS), Bearings, Seals, Hardware
October 2011 - February 2016 (4 years 5 months)
Amarillo, TX

Textron Aviation
5 years 6 months
Textron Six Sigma Black Belt / Sr. Procurement Specialist
July 2009 - October 2011 (2 years 4 months)
Wichita, KS

Buyer / Sr. Buyer
May 2006 - July 2009 (3 years 3 months)
Wichita, KS

Education

Kansas State University
MBA, Business Management · (2004 - 2005)

Kansas State University
Bachelor's Degree, Business Management · (2000 - 2004)

Contact

www.linkedin.com/in/pratikptl
(LinkedIn)

Top Skills

Six Sigma
Lean Manufacturing
Inventory Management

Pratik Patel

-

Dallas/Fort Worth Area

Summary

Specialties: Six Sigma, Lean Manufacturing, Inventory Management, Facility Layout Design, Advanced Level in Microsoft Office Products, MRP System (SAP), Process Engineering, Quality Control, Engineering Statistics, Engineering Economy Analysis, Entrepreneur for Engineering

Experience

American Airlines

Purchasing Manager, Procurement & Supply Chain

January 2015 - Present

Dallas/Fort Worth Area

Marketing Team

US Airways

4 years

Manager, Corporate Purchasing

June 2013 - December 2014 (1 year 7 months)

Dining & Cabin Team

Senior Sourcing Analyst

March 2012 - June 2013 (1 year 4 months)

Prepared Meals

Sourcing Analyst

January 2011 - March 2012 (1 year 3 months)

Rotables & Disposables

Stanley Black & Decker , Inc.

Sourcing Associate

February 2010 - August 2010 (7 months)

- Manage transition of packaging changes while ensuring zero impact to cost, minimal excess and obsolete inventory and on-time delivery

- Standardize RFQ process/documentation for accurate, complete and consistent information gathering
- Solicit RFQ's, compare pricing & select suppliers to ensure World Class Total cost of new products
- Drive value improvement on mature products to decrease cost without compromising quality
- Maintain accurate pricing in MRP systems (SAP) to eliminate invoice discrepancies

Phoenix Manufacturing, Inc
Industrial Engineering Consultant
January 2009 - June 2009 (6 months)

- Implemented Lean and 5S Principles to redefine facility layout & created inventory management system
- Developed value stream maps, performed 3D simulations using Flexsim software to show efficiency of new design
- Redesigned assembly line to improve processes and implemented a pull system to avoid overflow of raw materials
- Streamlined Evaporating Cooler production processes and increased capacity by 45% without increasing manufacturing cost

The Tech Group
Industrial Engineering Consultant
August 2008 - December 2008 (5 months)

- Redesigned the assembly line to increase productivity and machine efficiency
- Scheduled night shift to double production
- Achieved 40% gain in production which prevented \$1.5M/yr in lost revenue

Education

Arizona State University
Bachelor of Science, Industrial Engineering · (2005 - 2009)

Contact

www.linkedin.com/in/rhonda-watkins-90353737 (LinkedIn)

Top Skills

Inventory Management
Supply Chain
Procurement

Rhonda Watkins

Sr Manager, Enterprise Performance Management at Aviall
Dallas/Fort Worth Area

Experience

Aviall

Sr Manager, Enterprise Performance Monitoring
January 2016 - Present

Enterprise goal alignment (top down and across organizations), KPI monitoring, and business process excellence. Leads cross functional teams in identifying root cause for lagging KPIs and identifies opportunities for process and system improvements.

Aviall, A Boeing Company

Sr Manager, Inventory Planning & Procurement, Supply Chain
June 1986 - Present

Leads a diverse team of 25 Buyers and Planners, who manage demand planning, supply planning, sourcing and purchasing of after market spares for all markets of aircraft. Primary objectives include high service level for customer support, inventory productivity to meet corporate objectives and leading and motivating team members. Participate in cross functional lean sigma / continuous improvement projects. Currently involved in SAP implementation project.

Aviall, A Boeing Company

Sr Manager, Inventory Purchasing and Planning
1986 - Present

Contact

www.linkedin.com/in/ashliedulan
(LinkedIn)

Top Skills

Thorough knowledge of Microsoft Word, Excel, Outlook, and SRM.
Proficient on Ma
Global Sourcing
Inventory Control

Certifications

Lean Six Sigma Green Belt

Honors-Awards

Inclusion & Diversity Award
JCP Cares Community Outreach Award
Inclusion & Diversity Outstanding Achievement Associate Award
Exemplary Supporter
Finance Award

Ashlie Dulan

IT Procurement Manager at JCPenney
Dallas/Fort Worth Area

Summary

Highly skilled, results oriented procurement professional with experience negotiating purchases, managing key vendor relationships, and large budgets. Effective presentation and communication skills. Seasoned manager that has participated and led numerous successful projects and teams. Traveled to China, Canada, Mexico, and throughout the U.S. for the company to assess vendor product quality and capabilities. One of 30 J.C. Penney associates chosen to participate in the company's 2017 leadership development program for senior manager candidates. Also, selected for the I&D Mentoring program in 2016.

Experience

JCPenney
IT Procurement Manager
February 2018 - Present
Plano, Tx

IT Hardware, Software and Professional Services

JCPenney
Procurement Manager
November 2012 - Present

JCPenney
6 years 1 month
Senior Sourcing Specialist
October 2011 - September 2012 (1 year)

Sourcing Specialist
July 2010 - September 2011 (1 year 3 months)

Sourcing Specialist

September 2008 - August 2010 (2 years)

Administrative Detail Assistant

September 2006 - August 2008 (2 years)

Women's Enterprise Magazine (WE USA)

Assistant Editor

January 2004 - August 2006 (2 years 8 months)

Minority Business News Usa

Editorial Assistant

October 2003 - December 2004 (1 year 3 months)

Dallas, TX

Women's Enterprise Magazine (WE USA)

Executive Assistant

August 2001 - September 2003 (2 years 2 months)

Dallas, TX

Education

Austin College

Bachelor's degree, Communication and Psychology · (1997 - 2001)

Contact

www.linkedin.com/in/james-snell-27310455 (LinkedIn)

Top Skills

Service Delivery

Account Management

client manager

James Snell

Director, Supply Chain and Procurement Client Services at NTT
DATA Services
Frisco, Texas

Summary

WHO AM I?

- Results-driven client management professional with a diverse background in service delivery, data analytics, offshore delivery, and employee development for global supply chain, e-commerce, and software development companies. Excellent communicator accustomed to using practical tactics to generate high customer satisfaction, all while keeping an eye on increasing revenues and reducing cost.
- Husband of 25 Years, Father of Son (15)

WHAT ARE MY SKILLS?

- International Supply Chain (54+ countries) / Account Management / Managed Service Delivery
- Device as a Service (DaaS)
- Manage and lead global teams (US, India, Poland, Romania, UK, Hungary, Argentina, and Mexico)
- Labor arbitrage and offshore operations / delivery management
- Operations expert producing high productivity yields
- Growth & profit responsibility
- Executive relationship management
- Inspirational and dynamic leader with high employee engagement and satisfaction
- Data analytics, business intelligence, data mining, and visualization

CAREER HIGHLIGHTS

- # Customer-facing supply chain and operations senior leader delivering improved financial performance and client satisfaction.
- # Deep experience with execution and deployment of Device as a Service (DaaS) operating model.
- # Successful turnaround of a multi-national account experiencing poor financial performance due to ineffective supply chain and procurement activities. Reduced excess inventory carrying costs improved delivery.

- # Migrated more than 250 positions from high-cost to low-cost locations and eliminated 7 redundant sites
 - # Built a data analytics practice for a supply chain organization responsible for over \$7B of annual spending that served as the basis for realizing over \$300M in savings
 - # Implemented a Qlikview solution with enhanced visualization and interaction
 - # Reduced inventory by 67% from \$46.16M to \$15.5M while supporting increased sales growth of 187% from \$12.6M to \$23.6M
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Experience

NTT DATA Services

Director, Supply Chain and Procurement Client Services

September 2017 - Present

United States

Lead a team of global supply chain and procurement professions for the delivery of Device as a Service (DaaS) for two large multi-national clients operating in 54 countries. Responsible for developing custom supply chains, managing inventory, client engagement, and supplier performance management.

- # Responsible for the delivery and device management of over 45,000 end-user devices from multiple OEMs.

- # Improved customer satisfaction while reducing headcount and improving service levels.

- # Provide consulting support to other accounts to improve solution development and delivery performance.

- # Developed and installed a forecasting methodology that led to the reduction of excess inventory from 6 month's supply to 1 month.

- # Support new sales activities based on the success of the account team, including RFP responses, customer oral presentations, and solution design.

NTT DATA Services

Director, Client Supply Chain and Procurement

September 2017 - Present

United States

NTT DATA

Associate Director

September 2017 - Present

DXC Technology

SR. DATA ANALYTICS & BI MANAGER

October 2012 - Present

United States

Lead a team of data analysts for a global supply chain organization with over \$7 billion in annual spending. Conduct data mining across multiple platforms and disciplines to deliver insight leading to improved cost savings strategies.

- # Responsible for \$300 million of margin improvement on approximately \$7 billion of addressable spending in 2016

- # Led the architecture and design of two large datasets into a single data warehouse for improved reporting and analytics due to company merge between CSC and HPE

- # Work with structured and unstructured data across multiple source systems while applying data cleansing rules, enhanced master data, and enrichment techniques ensuring data can be easily consumed by users

- # Deliver enhanced analytics capabilities to help identify areas of opportunity to realize cost savings, improve performance tracking and better predict certain outcomes

- # Improve value of actionable data from simple reporting to complex data mining and visualization for the entire supply chain, procurement, and delivery organizations

Hewlett-Packard

5 years 9 months

Global Account Director

July 2010 - September 2012 (2 years 3 months)

United States

Managed the delivery of onshore and offshore services to the global procurement business unit from nine global locations comprised of approximately 500 employees. Responsibilities included the executive level client relationship, opportunity identification, solution design, and selling of value-added services.

- # Managed delivery from the U.S, U.K., Poland, Romania, India, Hungary, Argentina, and Mexico

- # Successfully managed a set of contractual SLAs (service level agreement) attaining high customer satisfaction scores and reducing turnaround and operational efficiency

- # Drove over 45,000 transactions per month under management, including POs, quotes, help desk, and service request

Reduced headcount by more than 15% annually through various improvement initiatives

Global Supply Chain Operations Manager

January 2009 - June 2010 (1 year 6 months)

United States

Managed procurement operations responsible for the issuance of purchase orders and quotas across multiple international locations.

Migrated more than 250 positions from high-cost to low-cost countries

Eliminated seven redundant sites

Improved cost per PO metric by 40% reducing over \$2 million in operating expenses through labor arbitrage

SUPPLY CHAIN MANAGER – EDS/HP NAVY/MARINE CORP NMCI

January 2007 - December 2008 (2 years)

- Reduced inventory by 67% from \$46.16M to \$15.5M while supporting increased sales growth of 187.48% from \$12.6M to \$23.6M.

- Reduced excess inventory from 16.4% to less than 5.00% of total inventory and

- Lead a team of purchasing, customer service, and inventory planning professionals

- Improved operational efficiency resulting in a 12% reduction of force

Software Spectrum

SR. MANAGER STRATEGIC SOURCING & OPERATIONS

2005 - 2006 (2 years)

- Led a team of 56 buyers and licensing specialists responsible for the procurement of more than \$2B of software licensing contracts for customers in North America.

- Improved vendor performance through performance monitoring, communication and negotiation.

- Led the successful transition of operations to India.

CRI Advantage

SUPPLY CHAIN / SPEND ANALYSIS CONSULTANT

2004 - 2005 (2 years)

- Worked with HP in Houston Texas to help develop and implement a corporate-wide spend management system to provide total visibility of spend across business units and multiple purchasing systems.

- Through analysis of data, I identified cost savings opportunities for global commodity teams.

etalk

DIRECTOR, PROFESSIONAL SERVICES

2001 - 2004 (4 years)

- Responsible for the development and delivery of professional services including training, consulting, project management, and custom software development.
- Created a professional services product line resulting in increased revenue and client satisfaction.

AIVIA

DIRECTOR, PROJECT OFFICE

1999 - 2001 (3 years)

- AIVIA, Inc. was a dot-com start-up developing e-commerce applications for clients.
- Led a group of project managers responsible for the design, development, and delivery of custom web-based e-commerce applications.
- Managed a \$20M portfolio of business.

HP Enterprise Services

12 years

ACCOUNT MANAGER FOR TEXAS INSTRUMENTS & RAYTHEON

1997 - 1999 (3 years)

- Responsible for leading a team of 100+ people with more than \$23M in annual sales.
- Managed the delivery service offerings across a large geographic region that included the procurement and integration of computer hardware and software, Level 2 Help Desk, Computer Room Operations, Asset Management, Deskside Support, Move/Add/Change, Break/Fix, and Operator Services.

SUPPLY CHAIN / LOGISTICS CONSULTANT

1996 - 1997 (2 years)

PROCUREMENT MANAGER / PRODUCT MANAGER

1993 - 1996 (4 years)

PURCHASING REPRESENTATIVE

1988 - 1993 (6 years)

united states

Education

The University of Texas at Dallas

Business / Finance · (1988 - 1995)

Stanford University

Executive Development, Innovation & Entrepreneurship · (2015 - 2015)

Contact

www.linkedin.com/in/catherine-rios-738a461a (LinkedIn)

Top Skills

Process Improvement
Management
Customer Service

Catherine Rios

Project Manager (Internal):Business Process Analyst at Hewlett Packard Enterprise
Dallas/Fort Worth Area

Summary

Experienced Business Operations Analyst with a demonstrated history of working in the information technology and services industry. Skilled in Budgeting, Operations Management, Supply Chain Optimization, Microsoft Word, and Team Management. Financial analyzing and monthly billing.

Experience

Hewlett Packard Enterprise
Project Manager (Internal):Business Process Analyst
April 2019 - Present
Carrollton TX

Hewlett Packard Enterprise
Business Operations Analyst: Purchasing/Billing/Procurement
October 2008 - Present
Carrollton, Texas

Hewlett-Packard Enterprise
Admin Supervisor
December 2006 - June 2012 (5 years 7 months)
Carrollton Tx

Pacific Northern, Inc.
Admin
June 2000 - February 2005 (4 years 9 months)

Education

Brookhaven Community College
· (2000 - 2004)

Lely High School

HS Diploma · (1996 - 2000)

The University of Texas at Dallas

Contact

www.linkedin.com/in/mary-fritsche-mba-0a26688 (LinkedIn)

Top Skills

Supply Chain Management
ERP
Continuous Improvement

Mary Fritsche, MBA

Quaker Oats Global Procurement Manager
Dallas/Fort Worth Area

Summary

Experienced Procurement Associate with a demonstrated history of working in the food & beverages industry. Skilled in Operations Management, Continuous Improvement, Supply Management, Business Process Improvement, and Cross-functional Team Leadership. Strong professional with a Master of Business Administration (MBA) focused in Business Administration and Management, General from Amberton University.

Experience

PepsiCo

Quaker Oats Global Procurement Manager

May 2017 - Present

Plano

PepsiCo

Global Procurement Associate Manager

March 2014 - Present

Plano, TX

Printpack, Inc.

Projects Leader

September 2008 - March 2014 (5 years 7 months)

Plano, TX

- Provide on-site customer support for Frito Lay Supply Management, Marketing, R&D and Procurement Teams, working remotely inside customer corporate headquarters.
- Participate in Marketing and Brand Task Force meetings, representing Printpack.
- Developed new Project Management tools for coordinating timely product delivery between multiple production sites, including sample events for multiple Brand Managers and teams.
- Provide pricing on new products, while managing purchase orders, invoicing and payment for services provided by various sites within the organization.

Implement improvement processes for timely invoice payments, within contractual term agreements, reducing overdue payments.

- Maintain consistent on-time delivery schedules, using project management tools and collaboration with various cross-functional teams.

Intervoice

Inventory Manager/ MRP Planner

May 2006 - June 2008 (2 years 2 months)

Richardson, TX

- Worked with SAP Team on testing and development of SAP MRP support system.
- Launched MRP system, and planned material based on MRP output, interfacing with engineering and working with inventory team.
- Maintained minimum inventory levels.
- I managed a project, which involved working with the RMA team on reducing unnecessary inventory, along with developing a first-in first-out process for tracking aged equipment and identifying component obsolescence. The project resulted in Identifying inventory, which was acquired prior to SAP implementation, carried financially, but was obsolete, with no added value to the company.

Celestica

Busniess Unit Manager/ Customer Programs Manager

January 2002 - May 2006 (4 years 5 months)

- Initiated contacts with existing and potential customers, bringing new business opportunities into the company through Power Point presentations created for enhancing customer knowledge and awareness of the company capabilities, resulting in an increase in revenue for an existing program and winning a new, \$2M per year customer.
- Conducted progress meetings for review, capture and communicating status on end-to-end project plans for customers, management, team members and other stakeholders ensuring program consistency by resolving issues and maintaining timelines and P&L expectations.
- Implemented Six Sigma Lean Manufacturing techniques, increasing capacity while reducing headcount, improved quality while reducing turn time.
- Interpreted contracts, policies and procedures for each individual customer, eliminating misunderstandings and maintaining high levels of customer satisfaction.
- Developed processes using Six Sigma Lean Manufacturing techniques, which increased capacity, reduced headcount, improved quality and reduced

turn time, resulting in increased customer satisfaction ratings, improved P&L metrics, and additional business.

- Managed P&L for 3 business units, assuring each remained within planned budget parameters and implementing required business adjustments, when necessary.

Sanmina

Operations Manager/Plant Manager

1998 - 2001 (4 years)

Richardson, TX

- Began as Operations Manager and was promoted to Plant Manager within 1 year.
- Managed team of Test Engineers, Supervisors and Process Engineers.
- Interfaced with potential customers, presenting NPI technical abilities and was responsible for external new business sales.
- Responsible for introducing new technologies into existing manufacturing operations, hiring and management of required workforce, management of budgets, and reporting Plant P&L to the VP of Operations.

Hewlett-Packard

Test Engineer/ Process Engineer/ Manufacturing Manager

1991 - 1998 (8 years)

Richardson, TX

- Test Engineering 1992-1995; Maintain, repair test machines and develop programs for Automatic Testing Equipment.
- Upgraded test machines with required revisions associated with integrated circuit board updates.
- Process Engineering/ Manufacturing Manager 1995-1998; Develop and maintain Bill of Material for manufacturing. Re-design factory lay-out and implement JIT process throughout factory, improving build and testing timing.
- Managed multiple teams, including ATE team, Test Technicians, Logistics, Shipping and Receiving

Education

Amberton University

Master of Business Administration (MBA), Business Administration and Management, General · (2010 - 2012)

Amber University

Bachelor of Science, Management of Technology · (1989 - 1991)

Dallas County Community College

Associates, Digital Electronics

Contact

www.linkedin.com/in/steve-richardson-115a5512 (LinkedIn)

Top Skills

Six Sigma
Aerospace
Aircraft

Steve Richardson

Retired Aerospace Manufacturing and Supply Chain Professional
Open to the Right Opportunities
Cedar Hill, Texas

Experience

Retired
Semi To Mostly Retired
March 2014 - Present
Lone Star State of Mind

Currently enjoying free time and travel with my wife. Still, I'm willing to consider any interesting opportunities in the aerospace or manufacturing world.

Triumph Group
Project Manager Corporate Supply Chain (retired)
February 2013 - Present

Recently retired after 32 years with Triumph Group, formerly Vought Aircraft, previously Northrop Grumman, before that Vought Aircraft, prior to that LTV and when originally hired Vought Aircraft.

Triumph Group
Project Manager/Corporate Procurement Group
June 2012 - Present

Triumph Group
Retired sometimes
2013 - 2016 (4 years)

Triumph Group
Technical Project Manager
May 2013 - March 2014 (11 months)
Dallas

Triumph Aerostructures Vought
Technical Project Manager
March 1981 - May 2012 (31 years 3 months)

Contact

www.linkedin.com/in/syed-husain-mba-53b31b9 (LinkedIn)

Top Skills

ERP

Procurement

Sourcing

Syed Husain MBA

Manager, IT Procurement at Keurig Dr Pepper
Allen, Texas

Experience

Keurig Dr Pepper Inc.
Manager, IT Procurement
July 2018 - Present
Plano, TX

- Strategic Sourcing of IT projects for both Application Maintenance and Infrastructure Services categories
- Development & Administration of IT and other indirect spend contracts
- Software license Management

Capgemini
Manager, IT Supply Chain
February 2002 - October 2006 (4 years 9 months)

Andersen
Senior Consultant
1999 - 2001 (3 years)

Education

Texas A&M University - Mays Business School
MBA, MIS & Finance · (1997 - 1999)

Contact

www.linkedin.com/in/peterweidenbruch (LinkedIn)

Top Skills

Outsourcing

BPO

Contract Negotiation

Peter Weidenbruch III, JD, MBA

Attorney, Adviser, Senior Supply Chain Manager, Contracts and Procurement Executive, Weidenbruch Commercial Consulting
Irving, Texas

Summary

Major Agreement Relationship Management... Global Legal / Commercial Transactions and Alliances... Drafting / Negotiations Expert... IT & High Tech (Indirect Supply Chain Sourcing)... Cloud Computing / SaaS...Contact Center Services BPO, Consulting & Professional Services

Attorney, Outsourcing Advisor, Senior Supply Chain Manager, Contracts and Procurement Executive with over thirty years of commercial experience in-house and in private practice.

Experience

Weidenbruch Commercial Consulting

Attorney, Outsourcing Advisor, Senior Supply Chain Manager, Contracts and Procurement Executive
March 2018 - Present

Irving, Texas

Major Agreement Relationship Management... Global Legal / Commercial Transactions and Alliances... Drafting / Negotiations Expert... IT & High Tech (Indirect Supply Chain Sourcing)... Cloud Computing / SaaS...Contact Center Services BPO, Consulting & Professional Services

Weidenbruch Legal and Commercial Consulting

Attorney and Counselor

January 2001 - January 2018 (17 years 1 month)

Irving, Tx

- L2 Technologies - Negotiated terms for IT start-up to do business with Flowserve and Utegration in Houston.
- Private Client – Counseled in Bankruptcy

- IM Solutions LLC - Providing legal research Services for state of the art, e-Commerce B2B and B2C Internet Marketing Firm.
- Samsung USA (Legal People) -Worked a 600 hour Contract engagement as a Contracts Manager.
- Providus – e-Discovery Project Reviewed over 1100 Documents in Pharmaceutical/ Biotech Litigation.
- CompuCom Systems, Inc. - Negotiated reseller and outsourcing agreements for software asset management.
- Software Spectrum, Inc. - Drafted and negotiated software asset management outsourcing agreements, secured transactions, regulatory compliance, corporate asset transfers, governance, and litigation matters.
- Broadlane, Inc. - Improved margins by 6% on \$1.2B in pharmacy contracts. Coached pharmacist contract managers on negotiation strategies, and negotiated more than 36 supply contracts including Amgen, Pfizer, Merck, Johnson & Johnson, Novartis, AstraZeneca, Eli Lilly, Roche, Sanofi, GlaxoSmithKline, Bristol-Myers, and distribution contracts with McKesson and Cardinal. Coordinated HIPPA flowdowns.

Verizon

Franchise and Right of Way Specialist

October 2017 - 2018 (1 year 3 months)

Irving, TX

Verizon

2017-2018

Franchise Attorney / Right of Way Specialist (Contractor) Irving, Texas
Handling State and Local legal acquisition and management of all franchise type agreements allowing the company to utilize public rights of way for the installation, and operation of 5G fiber network; working with Legal, Regulatory, Tax, Risk Management and Government Affairs on local, state, and federal legislation.

Flowserve US, Inc.

Attorney - Global Legal Contracts

October 2013 - October 2016 (3 years 1 month)

Irving, Tx

- Acquired license and technology requirements for integrating acquired companies (e.g., SIHI) and terminating system access and downsizing licenses upon divestiture of corporate / divisions and entities.
- Researched laws and regulations regarding human trafficking, conflict minerals, GLBA, and flowing down certification requirements for participation

on government contracts; developed corporate policies and procedures and training programs to ensure compliance.

- Provided legal oversight on software audits (IBM and VMWare) and negotiated disputed results with VP, C-Level Executives and outside counsel.

Flowserve US, Inc.

Senior Contracts Manager – Indirect Supply Chain Strategy

October 2011 - October 2013 (2 years 1 month)

Irving, Tx

- Designed, developed, and deployed Master Service Agreements for all types of technology transactions and commodities and negotiated on suppliers terms when applicable.
- Recognized twice with “Spirit of Flowserve Award” for quality, quantity and timeliness of contracting requirements supporting global implementation of enterprise-wide solutions at 174 locations in 55 countries.

Vertex Business Services

Commercial Attorney / Commercial Manager

January 2009 - August 2011 (2 years 8 months)

Richardson, Tx

Executive level manager working closely with Sales teams to quickly grow Vertex’s BPO business and consulting operations; recognized by corporate leadership at Annual Business Development Kickoff meeting for closing over 50 outsourcing contracts in Company FY 09 (April 2010).

Accenture

Global Legal Lead & Offering Counsel - Contact Center Services BPO

January 2006 - January 2009 (3 years 1 month)

Irving, TX

- Industrializing Accenture's global offering, structuring alliances, building repeatable tool kits, collaborating and developing the strategy to scale this BPO from start-up to Accenture's largest (\$250M/yr.), BPO.

Accenture

Communications & High Tech Group - Sr. Contracts Manager

February 2004 - February 2006 (2 years 1 month)

Irving, Tx

Managed Accenture's first and largest (\$1.5B / 5 yr.) Contact Center BPO contract for Accenture’s newly created Contact Center Service’s (“ACCS”) with confidential client.

Alcatel USA

Senior Contracts and Risk Assessment Manager

January 1999 - June 2001 (2 years 6 months)

Richardson, TX

- Managed SBC contract, worth \$500M annually. Worked with sales teams and customers' contracts & legal organizations to win new business, execute and manage contracts, ensure compliance, resolve disputes.
- Developed corporate-wide policies and procedures for Risk Assessment on all new business, created comprehensive web-based procedures guide and trained process users and briefed senior management on all new sales proposals.

Electronic Data Systems

Counsel, Compete Team

September 1996 - January 1999 (2 years 5 months)

Plano, Tx

Corporate Counsel responding to RFP's, drafting terms, conditions and SLAs for dozens of high-tech IT outsourcing deals valued over \$100M (including Chevron, BankOne, Commonwealth Bank of Australia, Subaru, Ryder, BellSouth). Developed repeatable toolkit of RFP responses facilitating quicker turnaround and more consistent market facing positions.

Shaw, Pittman, Potts & Trowbridge

Outsourcing Attorney and Corporate counsel

October 1993 - February 1996 (2 years 5 months)

Washington, DC

Worked IT outsourcing contracts in global manufacturing (Goodyear Tire & Rubber), printing, health care (UHC), utilities (Norther Indiana Public Service Co., Public Service Company of Colorado), transportation (Amtrak, Delta Airlines, Avis) and financial services (US Trust).

Responsible for software licensing, networking and telecom contracts, and general corporate work.

Electronic Data Systems – Federal Government / DOD

Contracts

Contract & Subcontract Specialist / Purchasing Management

January 1985 - October 1993 (8 years 10 months)

Washington D.C.

- Supervised purchasing of \$100M+ for Data Center Upgrades including HW, SW licenses and maintenance for US Army, conducted successful DCAA Managed team of 4 purchasing agents.
- Technology Resource Acquisition – product technical analysis and price comparisons for developing RFPs.

Education

Georgetown University Law Center

JD, Law · (1989 - 1993)

The University of Dallas

MBA, General · (2003 - 2007)

Contact

www.linkedin.com/in/tanisha-davis-cccm-66044990 (LinkedIn)

Top Skills

Contract Management

Procurement

Government Contracting

Certifications

Certified Commercial Contracts Manager (CCCM)

Tanisha Davis, CCCM

Procurement Manager/Contracts at Army and Air Force Exchange Service

Dallas, Texas

Experience

Army and Air Force Exchange Service

Procurement Manager/Contracts

February 2007 - Present

Dallas/Fort Worth Area

- Contracting Officer warrant \$8 million
- Responsible for contract life cycle of 800+ income producing personal service contracts (Specialty, Tax Preparation, Barber, Vending, Commodity) for CONUS, Contingency, and Europe regions
- In-depth knowledge of Exchange Regulations, Air Force Regulation 215/AFI 34-211, DODI 1330, knowledgeable of Federal Acquisition Regulation (FAR)
- Manage and quality assure a team of eight associates. Provide guidance, strategic direction, recommendations on procurement type, prioritize and delegate workload, review/ approve contract actions, conduct contract audits
- Engage in market analysis, acquisition strategies, category management functions, and a business advisor to the Program Manager/business unit
- Requirements review, write acquisition plan, source vetting, develop Statement of Work (SOW), issue Request For Proposals (RFP), establish develop Quality Assurance Surveillance Plan (QASP)
- Evaluate offeror's technical capability, responsibility determination, conduct price/cost analysis, and past performance to determine contract award
- Contract interpretation, contract modifications, regulatory & contract compliance
- Contract data entry into Contract Management System, manage various reports, audit database entries
- Conduct successful negotiations with contractors on price/fees, terms, and performance deliverables to insure best outcome for the government
- Actively resolve contract disputes, claims, protests, assist with loss prevention recovery, non-compliance issues which may include issuing administrative and disciplinary letters such as warning, show cause, forbearance, termination, and Contracting Officer's Final Decision.
- Interact with General Counsel regularly for deviations to any standard terms and conditions

- Selected for special projects with the contract management system; lead team to develop key performance metrics for the division (Savings, ROI, Cycle Times, Value-Add)

Software Spectrum/Insight

Contract Specialist

August 2004 - February 2007 (2 years 7 months)

Plano, TX

- Contract negotiation and interpretation of terms and conditions
- Perform administration to ensure customer's accuracy and quality control checks
- Manage, track, and update the database with customer changes throughout the year
- Assist Proposal team with RFP and Bid terms and conditions
- Develop clarifications letters of requirements and specifications per company standards
- Process all Purchase Orders for Corporate/Strategic customers
- Reconciliation/Audit of customer accounts
- Coordinate and assist with all incoming contract inquiries via phone and e-mail
- Constant Communication with Sales and Business Development Managers
- Team Member of Microsoft Operations Excellence Award

NEC Business Network Solutions

Support Service Administrator

October 2001 - August 2004 (2 years 11 months)

Irving, TX

Education

Southern Methodist University

Bachelor of Arts (B.A), Political Science · (1997 - 2001)

George Washington University

· (2007 - 2012)

Villanova University

Contract Management Certification Courses · (2005)

Contact

www.linkedin.com/in/mike-kapple-32425234 (LinkedIn)

Top Skills

Procurement

Program Management

Strategic Sourcing

Mike Kapple

Manager Procurement at L-3 Communications
Dallas/Fort Worth Area

Experience

L-3 Communications
Manager Procurement

L-3 Integrated Systems
Manager, Procurement
2009 - Present

Education

Pittsburg State University
BSBA, Business, Management, Marketing, and Related Support
Services · (1962 - 1967)

Contact

www.linkedin.com/in/darren-cooper-189b4b3 (LinkedIn)

Top Skills

Semiconductors

SPC

Design of Experiments

Darren Cooper

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

Experience

Texas Instruments

19 years 10 months

IT Services Procurement Manager

June 2013 - Present

Lead team that is responsible for worldwide procurement of IT Software, Hardware, Telecom, and Mobility Services.

Assembly Test Procurement Manager

April 2008 - June 2013 (5 years 3 months)

Lead team that is responsible for worldwide procurement of Test Equipment Capital/Spares/Services.

Procurement Specialist (Wafer Fab & Facilities)

February 2004 - April 2008 (4 years 3 months)

Develop and implement procurement strategies for capital equipment, spare parts, & services supporting wafer fab manufacturing.

Equipment Engineer (Kfab & DM6)

September 1999 - February 2004 (4 years 6 months)

Thinfilm and Plasma Equipment Engineering

BOC Edwards

Product Marketing Specialist

June 1999 - September 1999 (4 months)

Cylinder gas marketing

Hitachi High Technologies America

Product Support Engineer

July 1998 - June 1999 (1 year)

Support Plasma Semiconductor Equipment

Twinstar Semiconductor

Equipment Engineer

May 1995 - June 1998 (3 years 2 months)

Plasma Equipment Engineering

Education

Oklahoma State University

Bachelor's degree, Mechanical Engineering · (1989 - 1995)

Contact

www.linkedin.com/in/amanda-brown-b502b48a (LinkedIn)

Top Skills

Project Management
Packaging
Sourcing

Languages

English

Amanda Brown

Sales Executive at Performance Award Center (PAC)
Plano, Texas

Summary

Experience

Performance Award Center (PAC)
Sales Executive
June 2015 - Present
Carrollton, TX

Partnering with a wide variety of clients to provide products and services for incentives, employee recognition, promotional events as well as distribution and fulfillment programs.

VapingME.com
Procurement Manager
June 2014 - Present
Plano, TX

Responsibilities include inventory management, order procurement, order fulfillment, customer service, social media communications, keeping up with industry trends, finance management, overseas vendor relationship management and website merchandising.

Fossil Group, Inc.
10 years 10 months

Packaging Project Manager
May 2008 - June 2014 (6 years 2 months)
Richardson, TX

* Successfully managed full lifecycle of global project roll outs including packaging, GWP's and Marketing initiatives for Fossil, Marc by Marc Jacobs, DKNY, Armani Exchange and Michael Kors.

* Organized meetings, bringing together all stakeholders, including creative, brand, Marketing and Directors and VP's as needed, to discuss current project status, product reviews, budgets and time lines. Recommended alternatives

to meet project requirements that did not fall within budget or could not meet original preferences.

- * Created production schedules for all projects working closely with Procurement to ensure on time, global scale roll outs.

- * Daily interaction with Hong Kong to ensure projects remained on time and on budget as well as discussing sample reviews, changes, as needed, and approvals for production.

- * Facilitated two company-wide Fossil packaging rebrands affecting all global retail stores, wholesale stores, outlets and subsidiaries.

- * Extensive visit to China packaging factories to fully understand lifecycle management from a global manufacturing perspective.

Specialty Sales Representative

March 2006 - May 2008 (2 years 3 months)

Richardson, TX

- * Managed regional client accounts to ensure appropriate brand representation, targeted product selection, inventory management and procurement oversight to boutiques, independent retail stores and kiosks.

- * Assisted outside sales representatives by providing them with weekly and monthly sales reports, reviewing available inventory, creating and maintaining the flow of purchase orders as well as building trusted relationships with their clients which allowed the sales representatives to focus on growing their client base.

- * Introduced latest product trends to clients to ensure product was representing brand standards in each region which resulted in sales growth to targeted markets.

Corporate Markets Representative

September 2003 - March 2006 (2 years 7 months)

Richardson, TX

- * Supported inside and outside sales representatives by managing complete lifecycle of time sensitive projects for companies such as Ducks Unlimited, Coca Cola, OC Tanner and Sherwin Williams.

* Supplied timelines to clients to ensure they were informed of the status of managed projects, as well as expected delivery dates.

* Provided comps for client review and approve showing artwork laid out on desired product. Once approved, production would begin.

* Attended multiple trade shows to secure new and potential clients while exhibiting team capabilities.

Education

Grapevine High School

Diploma, Cosmetology, Barber/Styling, and Nail Instructor · (1991 - 1995)

Contact

www.linkedin.com/in/barry-sullenberger-2575806 (LinkedIn)

Top Skills

Contract Management
Supply Chain Management
Management

Barry Sullenberger

Public Address Announcer at Texas Golden Gloves
Fort Worth, Texas

Experience

University of North Texas System
7 years 10 months

Procurement Card Program Manager
January 2017 - Present
Denton TX

Procurement Team Lead
September 2015 - January 2017 (1 year 5 months)
Denton TX

Senior Buyer/Strategic Sourcing
September 2011 - September 2015 (4 years 1 month)
Denton

University of North Texas Health Science Center at Fort Worth
Senior Buyer
February 2007 - August 2011 (4 years 7 months)
Fort Worth, TX

Lockheed Martin Aeronautics
Senior Subcontract Administrator
November 1999 - August 2005 (5 years 10 months)

Houston General Insurance Company
Purchasing Supervisor
March 1986 - July 1999 (13 years 5 months)

Education

The University of Texas at Arlington
Bachelor of Arts (BA), Communication and Media Studies · (1982 - 1988)

Contact

www.linkedin.com/in/alma-delia-salinas-b1101a2 (LinkedIn)
www.dart.org (Company)

Top Skills

Procurement
Procurement Contracts
Government Procurement

Alma Delia Salinas

Sr. Manager Procurement at Dallas Area Rapid Transit
Dallas/Fort Worth Area

Experience

Dallas Area Rapid Transit
Sr. Manager Procurement
October 2010 - Present

Manages a procurement team that timely acquires Agency goods and services using various solicitation methods (e.g. IFB, RFP, RFI, RFQ, Sole Source, etc.) and administers corporate, operational and maintenance contracts with complex pricing and delivery provisions (e.g. FFP, T&M, CP, Indexed) in excess of \$25k, in support of internal departments such as transit police, T.R.E commuter service, bus and rail fleet services, technical services and materials management departments/divisions. Makes contract award recommendations. Executes contracts and agreements, mitigates changes to contracts, and resolves vendor/contractor disputes/protests. Oversees negotiation of complex contracts. Supervises Contracts Specialists and a Contract Support Assistant with a total operating budget \$500k per year (salaries/wages and administrative expenses).

Dallas Area Rapid Transit
14 years 8 months

Contracts Manager
May 2007 - Present

Supervises assigned Contracts Specialists and support personnel within an assigned Procurement/Contracts Division. Reports to a senior manager or Assistant VP. Provides leadership and team direction for public procurement and contract administration to include procurement planning, solicitation formation, offer evaluation, negotiations and contractor selection, contract administration and dispute resolution. Supervises a staff of approximately 3-5 contract specialists managing contracts up to 9-figures.

Contracts Specialist
November 2004 - May 2007 (2 years 7 months)

Education

Capella University

Doctoral, Organization and Management · (2004 - 2011)

Amberton University

Master Degree, Management

Contact

www.linkedin.com/in/dsweaver
(LinkedIn)

Top Skills

Six Sigma
Supply Chain Management
Process Improvement

Daniel Weaver

Senior Manager - Procurement Analytics at Fidelity Investments
Dallas/Fort Worth Area

Experience

Fidelity Investments
Senior Manager - Procurement Analytics

Fidelity Investments
Manager - Procurement Analytics
December 2011 - Present
Westlake, TX

Bell Helicopter
Operations Intern - Repair & Overhaul Center
June 2011 - February 2012 (9 months)

Fort Worth Gasket & Supply
Supply Chain Management
May 2008 - August 2010 (2 years 4 months)

Education

Texas Christian University - M.J. Neeley School of Business
MBA, Supply Chain Management · (2010 - 2012)

The University of Texas at Arlington - College of Business
BA Business Management, Operations Management · (2004 - 2008)

Contact

www.linkedin.com/in/david-eamma-569423 (LinkedIn)

Top Skills

Inventory Management
Purchasing
Procurement

David Eamma

Procurement Manager at 7-Eleven
Dallas/Fort Worth Area

Experience

7-Eleven
Procurement Manager

7 Eleven Inc.
Procurement Manager
2001 - Present

Education

The University of Texas at Arlington
MBA, Management/International Business · (1990 - 1992)

Contact

www.linkedin.com/in/mingwen
(LinkedIn)

Top Skills

Financial Modeling
Business Strategy
Project Management

Languages

English (Full Professional)
Chinese (Native or Bilingual)

Mingwen Xia

Procurement Commodity Manager at Celanese
Dallas/Fort Worth Area

Summary

A warrior takes everything as a challenge while an ordinary man takes everything either as a blessing or a curse.

Experience

Celanese
Procurement Commodity Manager
December 2015 - Present
Dallas/Fort Worth Area

Celanese
Treasury Associate
May 2014 - December 2015 (1 year 8 months)
Dallas/Fort Worth Area

Celanese
Celanese Leadership Program Summer Intern
June 2013 - August 2013 (3 months)

Explored North America market opportunity for three new technologies in the Acetate Group.

BASF
Consultant
March 2013 - May 2013 (3 months)
Lemforde, Germany

Researched on strategies for polyurethane products to capture additional value in global LNG markets

The Linde Group
Application Sales Engineer
November 2010 - July 2012 (1 year 9 months)
Shanghai

Responsible for the localization and promotion of 3 different product lines in Great China Region. I analyzed the market, established sales channels and

achieved top sales record in the department. But most importantly, I worked extensively with our global application team from 12 different countries and learned a lot from them.

Messer Group

3 years 5 months

Application Engineer

July 2009 - November 2010 (1 year 5 months)

Worked in both Application Technology Team and Customer Engineering Team, I not only designed and presented technical proposals for various customers, but also drafted and improved the new technical standard of the company. I'm more confident to drive changes within the organization. Also I gained sound presentation skill by doing it again and again in front of customers' management team.

Management Trainee

July 2007 - June 2009 (2 years)

Gained great training and first-hand working experience during the rotation throughout the company. The functions worked in include EHS, Plant Operation, Logistics, On-Site System Engineering, Plant Construction and Sales. Developed in-depth understanding of business model and company operation across functions, communicating with people from different background, dealing with various opinions and understanding the reason behind them.

Education

University of Michigan - Stephen M. Ross School of Business

Master of Business Administration (MBA) · (2012 - 2014)

Xi'an Jiaotong University

Bachelor of Engineering (B.E.), Chemical Engineering · (2003 - 2007)

Contact

www.linkedin.com/in/sheena-myles-19a24959 (LinkedIn)

Top Skills

Data Analysis

Food Industry

Forecasting

Sheena Myles

Sr. Manager, Ingredients Scout, Global Procurement at PepsiCo
Dallas/Fort Worth Area

Experience

PepsiCo

10 years 1 month

Sr. Manager, Ingredients Scout, Global Procurement
February 2018 - Present

Plano, Texas

Global Procurement Manager, Agro Strategy and Productivity
December 2015 - February 2018 (2 years 3 months)

United States

Global Commodity Manager

September 2014 - December 2015 (1 year 4 months)

Plano, TX

Agro Procurement Rep

January 2011 - August 2014 (3 years 8 months)

Plano, TX

Agro Analyst

June 2009 - December 2010 (1 year 7 months)

Plano, TX

Education

Texas A&M University

Master of Agribusiness · (2007 - 2009)

Texas A&M University

Bachelor's degree, Agricultural Economics · (2003 - 2007)

Contact

www.linkedin.com/in/james-thompson-a5a30425 (LinkedIn)

Top Skills

Grocery

Merchandising

Retail

James Thompson

Director of Meat/Seafood at Minyard Food Stores
Dallas/Fort Worth Area

Experience

Ahold USA
Procurement Manager
August 2011 - Present
Pennsylvania

Minyard Food Stores
Director of Meat/Seafood
March 2006 - August 2011 (5 years 6 months)
