

## Contact

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

## Top Skills

Strategic Sourcing  
Supply Chain Management  
Six Sigma

## Languages

English

## Certifications

Green Belt Six Sigma Certified

# Cathy Works

Category Manager, Indirect Procurement at Trinity Industries, Inc.  
Dallas/Fort Worth Area

## Summary

Degreed Mechanical Engineer with MBA. Strategic procurement professional with excellent analytical and finance skills. Strong project skills. A department leader responsible for budgets, timelines and cost savings initiatives.

- Experienced and effective leader
- Contract Negotiator
- Green Belt Six Sigma Certified
- Cost Reduction expertise
- Supplier Reduction
- Commodity Management

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## Experience

Trinity Industries, Inc.  
Category Manager, Indirect Procurement  
October 2016 - Present  
Dallas, Texas

Halliburton  
Procurement Supervisor  
May 2013 - October 2016 (3 years 6 months)  
Dallas/Fort Worth Area

- Leads a group of Procurement professionals and plans sourcing to support manufacturing and field operations.
- Complies with and executes Category Management and Carrollton Manufacturing strategies in accordance with policies and procedures.
- Leads efforts for competitive sourcing in Eastern Hemisphere and locally to drive more than \$1million per month in positive purchase price variance.
- Directs the creation of request for quotations (RFQ) and competitive bidding from various suppliers to obtain best quality, delivery and price for goods and services.

- Responsible for approving the selection and qualification of suppliers, leads negotiating with key suppliers, provides general buyer support and assists in expedites and general buyer support.
- Develops strategies to improve supplier performance for spend not under regional or global Category Management.
- Performs quarterly audits to key corporate and local policies and trains and coaches buyers on areas or improvement.

#### Reddy Ice Corp.

##### Director of Procurement and Industrial Engineering

July 2010 - March 2013 (2 years 9 months)

Dallas, TX

#### Lehigh Hanson, Inc

##### Purchasing Contracts Manager

May 2008 - May 2010 (2 years 1 month)

Worked with plant managers and buyers across North Texas, Oklahoma, Arkansas and Louisiana to implement national and regional purchasing agreements.

Led electricity savings programs including Demand Response programs with savings in excess of \$1MM annually.

Worked with large electricity providers such as Oncor/TXU, Constellation, CPS Energy, Oklahoma Gas & Electric, Brazos Energy and others to implement cost savings programs for electricity in the region.

Implemented regional contracts for electric motor repair, water treatment chemicals, blasting services, waste oil sales and many other MRO contracts for a savings of over \$3.5MM annually.

Provided consistent negotiation and problem resolution support for all 25 plants in the region.

Updated, maintained and presented the group savings report for entire Southern Region with reported savings in excess of \$9MM annually.

Implemented national contracts for items such as blasting services, tire purchases, diesel and lubricants, electric motors, plant uniforms and many others.

Worked and negotiated agreements with large manufacturers such as Nestle, Fenner Dunlop, Goodyear, Fastenal, Fisher Scientific and many others.

#### CTG, Inc

##### Metals Commodity Manager

2006 - 2008 (3 years)

Worked with commodity managers and buyers across Corning Cable Systems businesses with metals data and support.

Lead a full outsource/contract manufacturing project for CCS precision stampings. Savings of \$2.5MM saved sales as well as an additional \$2.5MM new sales achieved by this outsourcing.

Provided the businesses global monthly competitive market and pricing intelligence along with support sourcing recommendations.

Provided specific metal commodity project and sourcing support to both Cables and H&E.

Held a monthly metal market reviews with the EMEA sourcing team.

Updated, maintained and presented to CCS management spend and market analysis and data for senior management reviews.

Provided all market intelligence and data that goes into the semiannual "Strategic Sourcing Commodity Report".

Identified and assisted in the qualification of a new aluminum supplier for Gilbert.

## Rolls-Royce Energy Systems, Inc

### Strategic Buyer

2004 - 2005 (2 years)

Managed the relationships with suppliers and fulfill directly or indirectly the role of Supplier Business Implementation of strategic initiative to reduce fastener supplier from 87 to 4 suppliers with an overall 16% cost reduction on the \$10 million dollar spend.

Maintained a defined supplier risk management and assessment plan using six sigma tools and quality background.

Lead, support and coach the tactical leaders/buyers to achieve their objectives and accountabilities.

Worked with counterparts worldwide, ensuring that the Sourcing Group is allocated, lead and support resources in both Europe and North America.

Contract negotiations with suppliers in accordance with R-R Quality Management Systems and applicable customer, government and environmental regulations.

Ensured that SABRe or equivalent supplier assessments are conducted effectively in accordance with policy.

## Kohler Company

### Senior Buyer

January 2001 - January 2003 (2 years 1 month)

Purchasing responsibilities of raw material purchases of resins, fiberglass, and acrylic sheets.

Bid, analyzed and awarded over \$8 million in annual purchases of new products.

Purchased injection molded, vacuum formed, machined, forged, cast and other products as necessary.

Project manager on cross functional teams to design, develop and bring to market new plumbing products.

Worked with international and domestic suppliers on quality standards and supply chain initiatives.

Daily use of quality tools (i.e., gauge R&R, capability studies, PFMEA, DFMEA, etc.).

Worked with suppliers on PPAP processes.

Executed confidentiality agreements and supply and purchase agreements.

Supported and lead other buyers with supplier and quality issues.

Recognized leader on manufacturing quality and supplier issues.

## International Truck and Engine Corporation

### Purchasing Research Engineer

January 1998 - January 2001 (3 years 1 month)

#### International Operations

Built Countertrade Agreement with Israel through contract manufacturing while achieving cost savings.

Bid, analyzed and awarded \$6 million in annual business to Israel with a cost savings of nearly 17%.

Daily use of quality tools (i.e., gauge R&R, capability studies, PFMEA, DFMEA, etc.).

Worked with suppliers on QS9000 and ISO certifications.

Worked with suppliers on APQP and PPAP processes. Work on cross-functional teams with suppliers.

Act as a liaison between purchasing in Chicago, IL and Israeli suppliers in order to approve Israeli sourced components for products.

Maintain constant contact with Israeli suppliers (potential and current) to help assure quality products facilities.

Worked to increase Countertrade totals to help support sales to Israel Ministry of Defense.

#### Lead Engineer, LVA/ Cost Reduction-International Operations

Acted as a liaison between purchasing; and Mexico and to the functional engineering groups in Fort Wayne, IN in order to approve locally sourced components for Brazil and Mexico manufacturing facilities.

Awarded business to suppliers in Mexico and Brazil for a cost savings of 22% annually.

Coordinated the launch of a new engine program in Mexico

Cradle to Grave management of \$150,000 per year cost saving project in Mexico (Green Belt Project).

Experienced presenter from operational personnel to executive management.

Recruited entry-level design engineers

Design Engineer, International Operations

Lead Brake design engineer for European and American specification vehicles.

Project leader on various international efforts. Prepared presentations to upper management.

Travel to Mexico for launch of projects.

Highly skilled operator of Unigraphics and material control software.

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## Education

Indiana Wesleyan University

MBA, Business · (2004)

Wright State University

BS, Mechanical Engineering · (1998)

## Contact

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

## Top Skills

Microsoft Excel

Procurement

Supply Chain Management

# Casey Alvarez

US Purchase to Pay Procurement and Vendor Master Manager at  
Texas Instruments  
Dallas/Fort Worth Area

## Summary

Supply Chain Management professional looking to expand my business network connections.

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## Experience

### Texas Instruments

US Purchase to Pay Procurement and Vendor Master Manager  
October 2016 - Present

Responsible for 20K suppliers, and 133K purchase orders for North America. I lead a team of 15 employees based in Dallas, TX while closely collaborating with a support team of 2 in Baguio, Philippines.

I support the creation of overall procurement operations and lead the development and implementation of robust procurement policies, processes and tools that contribute significant value to the overall performance of P2P. I establish procurement processes that ensure that the team always delivers value for money in the most efficient manner.

In addition, I ensure robust global vendor master processes and controls in the areas of vendor creation and maintenance. Our processes adhere to internal controls as well as external statutory requirements.

This job requires coordination and collaboration with internal/external audits, finance, tax, treasury, procurement, and suppliers to ensure payments are made on time, purchase orders are completed, and vendors are maintained, as well as in compliance to all regulatory and internal controls.

In addition, other responsibilities include updating monthly metrics, driving automation in the areas of P2P, maintaining and standardizing global reporting, and identifying opportunities for growth and development to people on my team.

## Texas Instruments

8 years 1 month

### US Purchase to Pay (P2P) Accounts Payable and Global Compliance Manager

May 2014 - Present

Dallas, TX

Responsible for \$2.1B in annual disbursements for North America. I lead a team of 5 employees based in Dallas, TX while closely collaborating with a support team of 5 in Baguio, Philippines.

Ensures timely payments of supplier invoices. Develops, implements and maintains systems, procedures and policies, including accounts payable functions to ensure adherence to company guidelines.

This job requires coordination and collaboration with internal/external audits, finance, tax, treasury, procurement, and suppliers to ensure payments are made on time as well as in compliance to all regulatory and internal controls.

In addition, other responsibilities include updating monthly financial metrics, driving automation in the areas of P2P, maintaining and standardizing global reporting, and identifying opportunities for growth and development to people on my team.

### Procurement Specialist

June 2011 - May 2014 (3 years)

I am responsible for the efficient and effective sourcing of manufacturing equipment, spare parts, maintenance services, and materials that support TI Wafer Fabrication Plants (fabs) for the Epi and Diffusion modules. Annual spend ~15M

Within these categories I find sources of supply that provide WW TI with the lowest TCO. This includes the lowest cost for the specified quality, assurance of supply, and meets required delivery schedules. These goals are accomplished by developing sourcing strategies, setting up supplier competition through bidding processes, supplier relationship management, and contract/ price negotiations.

This job requires coordination between procurement, supplier managed inventory teams, and logistics to create a fluid backend supply chain in order to support the fabs.

In addition, other responsibilities include creating risk management and mitigation strategies, developing supplier creativity, and driving continuous improvement of all business processes.

## Texas Instruments

### Procurement Specialist Co-Op

May 2010 - August 2010 (4 months)

Identified and implemented cost reductions on key commodities with savings greater than \$100,000

Designed a dashboard to track dollars of spend, on time complete performance, and key financial metrics for critical suppliers

Analyzed the current inventory carrying costs at multiple locations and recommended consolidation to one stockroom reducing world wide inventory levels by 20%

Developed a database using serial numbers to manage tools in inventory

Eliminated part number duplications in ERP system, and confirmed the manufacturer's part numbers with suppliers to provide traceability of second sourced parts

## MSU Bakers

### Student Supervisor

January 2009 - June 2010 (1 year 6 months)

Manage staff of 8 students per shift

Responsible for quality control and overseeing operations

Organize personnel and resources in order to efficiently pack all shipments, and prepare for next day production

## Masco Builder Cabinet Group

### Inventory Planning Analyst Intern

June 2009 - August 2009 (3 months)

Created supplemental stock plans used to determine sourcing changes

Used forecasted demand to implement replenishment levels for 5 plants to lower inventory days on hand and improve on time complete shipments.

Implemented obsolescence strategies and analyzed results of those improvements



Adjusted cycle frequency and lowered lead times to reduce inventory levels by \$1,000,000

Advanced knowledge of ERP systems and Microsoft Excel

### Masco Builder Cabinet Group

#### Commodity Specialist Intern

May 2008 - August 2008 (4 months)

Compiled request for quotes, and spend analysis.

Independent project to verify, monitor and document 50 suppliers

Compliance to meet newly created environmental standards.

Established a collaborative process with marketing, logistics, engineering, and inventory to assess impact of sourcing changes

Worked with suppliers to improve payment terms, initiated quality improvements, and standardized packaging contracts.

### GMR Marketing

#### Brand Ambassador

2007 - 2008 (2 years)

Direct promotional sales to target audience 18-25. Microsoft Office, AllTell, Mountain Dew

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## Education

### Michigan State University

BA, Supply Chain Management · (2007 - 2011)

### Duncanville High School

· (2003 - 2007)

## Contact

[www.linkedin.com/in/ian-hazlett-45253417](https://www.linkedin.com/in/ian-hazlett-45253417) (LinkedIn)

## Top Skills

Supply Chain Management

Sourcing

Cross-functional Team Leadership

## Certifications

C.P.M.

CPSM

# Ian Hazlett

Project Procurement Manager at Mavenir  
Plano, Texas

## Summary

Procurement category manager with over nineteen years of experience in the management of both products and services for direct spend. Excellent knowledge of procurement processes including Sourcing, Contracting, and Supplier Relationship Management. Extensive experience with implementing Telecom product and service solutions with a record of cost savings achievements through comprehension of all technical, financial and business issues. Resourceful and detail oriented; skilled problem solver; energetic self-starter with strong communication skills that works well independently or on a team to deliver national and global projects on time and within budget.

### Skills:

- Contract writing, negotiating and risk mitigation.
- Scope of Work development.
- Cost reduction strategies.
- RFX process and Emptoris reverse auction events.
- Supplier relationship management and performance reviews.
- Supplier benchmarking and market research.
- New product and services introduction.
- OEM turnkey solutions.
- Second sourcing initiatives.
- Product change management.
- Team leadership.
- Mentoring.
- Excellent written and verbal skills.
- Experience with Oracle and SAP ERP systems.
- Proficiency with Microsoft Word, Excel and PowerPoint.

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## Experience

Mavenir

Project Procurement Manager

April 2019 - Present

Richardson, TX

Project Procurement Manager for Radio Access Network (RAN) Group.

## CBRE

Procurement Manager

February 2017 - July 2017 (6 months)

DFW Area

Procurement Manager for Data Center Solutions

## Nokia

20 years 1 month

Services Procurement Category Manager

December 2011 - February 2017 (5 years 3 months)

Plano, Texas

Services Procurement Category Manager for network implementation services (formerly SIOP services).

Key Accomplishments at Nokia (formerly Alcatel-Lucent):

- Negotiated Master Service Agreements for suppliers providing construction, architecture & engineering and site acquisition services to meet all legal, business term, and customer flow down requirements.
- Managed over 300M Euro in annual spend for nationwide telecom provider projects and achieved an average 8.5% in cost savings.
- Completed Supplier Business Reviews, Scorecards, and Risk Assessments for all Preferred level suppliers.
- Established pricing through Emptoris reverse auctions to achieve savings over business case target pricing.
- Successfully recruited suppliers and crews to meet customer requirements and deadlines for nationwide telecom provider projects.
- Completed SIOP strategy paper to establish best practices for North America SIOP Procurement.
- Served as mentor to Project Sourcing group interns for training on supplier contracts database system.
- Received night out award from the supplier diversity team for participation in supplier diversity events in 2015.

Global Commodity Manager, OEM Telecom

February 1997 - December 2011 (14 years 11 months)

Plano, Texas

Global Commodity Manager for OEM Telecom procurement group.

#### Key Accomplishments at Alcatel-Lucent:

- Negotiated OEM Hardware, Software and Services Agreements to meet all legal, business term, and customer flow down requirements.
- Recognized in Alcatel-Lucent Boosting our Margin web publication for creative contribution to margin by completing Referral Services Agreement that gained \$1.781 Million in revenue.
- Negotiated Teaming Agreement for Diameter Routing Agent product and achieved \$143K (24%) in contract cost savings.
- Negotiated maintenance agreement for multi vendor maintenance project and achieved \$421K (17%) in contract cost savings.
- Negotiated maintenance amendment for carrier Ethernet product and achieved \$283K (51%) in contract cost savings.
- Completed OEM Telecom group project with legal department to create a short form reseller agreement boilerplate for OEM Telecom commodity group use.
- Managed rework of excess material for use on optical cross connect product for \$103,460 in cost savings.
- Team leader of a cross-functional OEM commodity team for strategic planning and supplier development.
- Promoted from Senior Buyer to Global Commodity Manager.
- Promoted from Buyer III to Senior Buyer.
- Promoted from Buyer II to Buyer III.
- Promoted from Associate Planner/Buyer to Buyer II.

#### DSC Communications

##### Cooperative Education Position

July 1996 - December 1996 (6 months)

Plano, Texas

Clerk for a software development project manager. Created purchase requisitions for expense materials; maintained a database for resolution of customer directed software changes on DSC products; created project management reports.

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## Education

Amberton University

Master of Business Administration - MBA, Project Management · (2017 - 2019)

University of North Texas

BBA, Production and Operations Management

## Contact

[www.linkedin.com/in/andrew-hutchison-6b4481](http://www.linkedin.com/in/andrew-hutchison-6b4481) (LinkedIn)

## Top Skills

eSourcing

Business Transformation

Spend Analysis

# Andrew Hutchison

Sr. Manager - Procurement Technology Solutions at Accenture  
Dallas/Fort Worth Area

## Summary

System integration, business process transformation and project management experience with multiple full life cycle eProcurement system implementations including SAP SRM, Ariba, and Maximo. Specialization in procurement transformation and procure-to-pay. Strong background in capability assessment, functional process design, technical design and build, deployment, change management and business process outsourcing.

### Specialties:

Ariba On Demand

Ariba On Premise

SAP SRM 7.0

SAP MM

OpenText

Maximo Procurement

Supply Chain

Procurement Transformation

Procure-to-Pay

Sourcing and Procurement

Systems Implementation and Integration

Business Process Design and Transformation

BPO/Business Process Outsourcing

Project Management

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## Experience

### Accenture

Sr. Manager - Procurement Technology Solutions

June 2005 - Present

Dallas, Texas

### BankOne Corporation

International Research Analyst

June 2000 - August 2003 (3 years 3 months)

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## Education

Texas Christian University - M.J. Neeley School of Business

MBA, Supply Chain Management · (2003 - 2005)

McPherson College

BBA, International Business · (1995 - 1999)

Dalian University of Foreign Languages-China

Certificate, Mandarin · (August 1997 - July 1998)

## Contact

[www.linkedin.com/in/lisa-harper-b482395](http://www.linkedin.com/in/lisa-harper-b482395) (LinkedIn)

## Top Skills

Aerospace

Procurement

Program Management

# Lisa Harper

Project Manager V-22 Program  
Hurst, Texas

## Summary

Responsible for the Integrated Supply chain for internal make and outside Procurement for all supporting parts. 25+ years experience in Procurement Management and Project Management.

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## Experience

Bell Helicopter  
V-22 Project Manager  
July 2015 - Present

Manage COE Make part supply as well as all associated Procurement management for the V-22 Program. Interact with all internal Centers of excellence for Gearboxes, Rotors, & Composites to make sure they support all production as well as repair and spares activity.

Bell Helicopter  
20 years 6 months

Procurement Manager- Army Programs and Fielded Systems  
July 2008 - Present

Purchasing Supervisor  
January 1999 - June 2008 (9 years 6 months)

Triumph Aerostructures - Vought Aircraft Division  
Senior Buyer  
March 1991 - December 1998 (7 years 10 months)

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## Education

The University of Texas at Arlington  
BA, Management



## Contact

[www.linkedin.com/in/erica-herrera-setliff-9041801a](http://www.linkedin.com/in/erica-herrera-setliff-9041801a) (LinkedIn)

## Top Skills

Aerospace

Lean Manufacturing

Six Sigma

# Erica Herrera Setliff

Manager, Production Planning - Global Supply Chain  
Dallas/Fort Worth Area

## Experience

### Alcon

Manager Production Planning  
August 2013 - Present

### American Eurocopter

7 years 9 months

Manager, Global Supply Chain - Strategic Procurement  
November 2012 - Present

### Program Lead Buyer

October 2011 - December 2012 (1 year 3 months)

Grand Prairie, TX

Responsible for developing overall Procurement Strategy ensuring that relevant Program requirements are met

Develop business case analysis to present strategic recommendations to Management regarding make/buy decisions

Sourcing lead for all US Government Programs

Author of AEC Procurement Manual

Supply Chain trainer for US Government contracting for both US and European divisions

Procurement Manager for US Government captures team, responsible for developing Procurement Strategy for US Government proposals.

Lead commodity buyers in all aspects of the subcontracting life-cycle

### Honda Aircraft Company

3 years 8 months

### Sr. Subcontract Administrator - Purchasing Supervisor

October 2010 - February 2012 (1 year 5 months)

Responsible for all aspects of administration of multi-year contracts with an annual spend of over \$32 million annually for the HA-420 HondaJet

Successfully implemented strategic sourcing strategies, for the HA-420

HondaJet complex structures, resulting in \$34 million in savings over the life of the program

Responsible to provide guidance, and direction to tactical buyers to support the Company's Supply Chain activities

Assist buyers in position analysis, and cost estimates to support negotiating specifications/statement of work, price, date of delivery and other contractual and licensing provisions with suppliers and subcontractors

Successfully managed a team of buyers to reach goal of sourcing and delivering all flight control and in-house detail components to support HondaJet development program in a 6-month time schedule (sourced over 1000 unique part numbers, and achieved cost and schedule targets)

Guide Planner to develop work around plans when SAP MRP experiences performance issues;

Negotiate production contracts for the Empennage, Nacelle, Engine Inlet, Radome, Flaps, Ailerons, and Cockpit Windows

Supply Chain Program Manager responsible to lead seven (7) Integrated Product Teams activities between Quality, Engineering, Program and Supplier to ensure on-time delivery of Program Milestones with in budgeted cost

Conduct negotiations with all levels of supplier/subcontractor management, including international suppliers/contractors. International contracts in the United Kingdom, Switzerland, and Japan

Consistently recommended by management to interface with all departmental areas to review and recommend processes that are efficient with SAP

Responsible for conducting on site supplier facility evaluations for potential vendors; analyzing lean manufacturing processes, current quality standards and reporting findings and recommendations to Sr. Management and CEO

#### Sr. Subcontract Administrator

July 2008 - October 2010 (2 years 4 months)

Responsible for all aspects of administration of multi-year contracts worth over \$32 million annually for the HA-420 HondaJet Structures and Flight Controls Groups

Supply Chain Program Manager responsible to lead seven (7) Integrated Product Teams activities between Quality, Engineering, Program and Supplier to ensure on-time delivery of Program Milestones with in budgeted cost

In depth knowledge of material and services purchasing, and price/cost analysis;

Responsible for analysis and cost estimates to support negotiating specifications/statement of work, price, date of delivery and other contractual and licensing provisions with suppliers and subcontractors;

Negotiated savings of \$5.8 million in 2009; renegotiated escalation term of same contract to achieve a \$36,000 per unit savings for LRIP

Conduct negotiations with all levels of supplier/subcontractor management, which may involve international suppliers/contractors. International contracts in the United Kingdom, Switzerland, and Japan

Developed the Source Selection Process to standardize the selection and recommendation process of major subcontractors

Responsible for conducting on site supplier facility evaluations for potential vendors; analyzing lean manufacturing processes, current quality standards and reporting findings and recommendations to Sr. Management and CEO

Organize and conduct bidder conferences to support the HondaJet production source selection process; coordinated Flaps and Aileron Bidders Conference; 35 attendees representing 12 different companies

## Lockheed Martin Aeronautics

### Price/Cost Analyst

January 2005 - July 2008 (3 years 7 months)

- Responsible for conducting price/cost analysis of multi-million dollar supplier procurements for both development and production programs
- Responsible for negotiations of supplier proposals in both a Department of Defense and Commercial environment
- Ensure supplier proposals comply with Request for Proposal, Engineering Statement of Work, and Lockheed Martin Acquisition Policies as well as unique requirements from the customer Request for Proposal
- Coordinate and lead fact-finding events at supplier facilities within the United States and Internationally
- Expertise in utilization of various contract types including the mechanics and strategy utilized to determine/negotiate contract types.
- Analyze suppliers' operations/processes to determine factors that effect prices while maintaining high quality, enhanced reliability, and the ability to perform to contract schedules
- Provide final contract negotiation documents that are consistent with agreements reached in negotiations and that supplier negotiations are consistent with prime contract requirements
- Develop, plan, and conduct training of Price/Cost Analysis best practices and negotiation techniques to company personnel
- Analyze and process Material cost savings projects for inclusion within Material Management Savings report
- Develop and present contemplated strategies and/or results to LM Leadership
- Responsible for coordinating USG and Internal audits of supplier negotiations

## Lockheed Martin

### Subcontract Administrator

January 2008 - June 2008 (6 months)

Assisted with development of subcontract specifications, works statements, and terms and conditions for procurement of specialized materials, equipment, and services

Authored and co-authored, teaming agreements, consulting agreements, non-disclosure agreements, proposals, purchase orders, and contracts to support the Proposal Submittal Team

Responsible for negotiations of supplier proposals in both a Department of Defense and Commercial environment

Prepares bid packages, conducts bidders conferences, analyzes and evaluates proposals, negotiates subcontract provisions

Responsible for selection and recommendation of subcontractors, writes awards, and administers subcontracts

Ensure supplier proposals comply with Request for Proposal, Engineering Statement of Work, and Lockheed Martin Acquisition Policies as well as unique requirements from the customer Request for Proposal

After award of project responsible for coordination of Supply Chain activities transitioning local SCM resources to take over administration of contracts

Responsible for the identification and reduction of Program and overall Supply Chain risk

Develop, plan, and conduct training of Contract Administration Policy and Procedures to company personnel

## The Limited Brands, Lead Co

### Sales Manager

October 1998 - February 2004 (5 years 5 months)

Supervise operations of a \$5.0 million flagship retail store

Responsible for sales budget, payroll management, and schedule writing  
Plan and conduct weekly management meetings

Responsible for recruitment and training of a highly motivated sales team

Promoted to temporary SSM for fall 2001 increasing sales by \$500,000

Achieved #1 ranking of all five Galleria Center Limited Brands Divisions

Reduced payroll budget 2.78 variance to 1.0 variance; Awarded "Vice President Challenge" for outstanding sales performance

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## Education

Southern Methodist University

Masters Business Administration, Finance/Accounting · (2007)

The University of Texas at Arlington

Bachelors of Business Administration, Accounting · (2004)

## Contact

[www.linkedin.com/in/bill-murray-429abb](http://www.linkedin.com/in/bill-murray-429abb) (LinkedIn)  
[www.bimbobakeriesusa.com](http://www.bimbobakeriesusa.com)  
(Company)

## Top Skills

Supply Chain  
Strategic Sourcing  
Supply Management

# Bill Murray

Procurement Professional  
Dallas/Fort Worth Area

## Experience

Bimbo Bakeries USA  
Procurement Manager  
December 2005 - Present

Motorola  
Senior Buyer  
2000 - 2004 (5 years)

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## Education

Texas Tech University

## Contact

[www.linkedin.com/in/rhosx002](http://www.linkedin.com/in/rhosx002)  
(LinkedIn)  
[www.newlinenoosh.com/](http://www.newlinenoosh.com/)  
(Company)

## Top Skills

Account Management  
Management  
Supply Chain

# Shearie Rhodes

Realtor - Keller Williams  
Dallas/Fort Worth Area

## Summary

North Texas - Let me help you with one of your most important decisions to Buy or Sell.

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## Experience

Keller Williams Realty, Inc.  
Licensed Realtor  
March 2016 - Present

Logic Source  
Procurement Manager at Michaels  
2015 - Present

Noosh, Inc.  
Acct. Manager for Dr Pepper Snapple Group  
April 2007 - December 2013 (6 years 9 months)  
Print Buyer - Utilizing a diverse, renowned supply base to ensure savings in print spend while delivering high quality printing.

### .On-Site Account Management

- Bring print expertise to a collaborative work process with staff and outside professional resources, creating a single point-of-accountability that is focused on business objectives.

### Print Management Advisory (PMA)

- Understands the latest production capabilities available in the marketplace. This helps to exploit product innovation and eliminate hidden manufacturing costs and production inefficiencies
- Enforce procurement process compliance and standardize print specifications so they can be repeated and improved consistently.
- Centralized Print Procurement Aggregates print spend across brands, divisions, agencies and companies. This results in substantial print volume aggregation and enables volume discounts on behalf of the client.
- Visibility and Robust Reporting

Produce real-time reports on service performance and cost savings, including: project status, specifications and schedules, inventory levels, buy decision accountability, cost of change orders and spend by project, brand and agency, and savings analysis.

Our BPO software enables the ability to capture print project data and report and analyze key spend, price and performance metrics. Bringing efficiency, clarity, and objectivity to managing print.

Savings, Efficiency, Visibility, Control: Powerful Benefits from Powerful Technology

NewlineNoosh's industry leading web-based print production and procurement application, Noosh, is core to our BPO services. It has been proven to:

- Enable efficient communications throughout the print supply chain from marketing to procurement to production to distribution.
- Systematically drive down the cost of print using the most appropriate procurement methodology multiple bid, contract pricing; and engaging a select, more manageable panel of suppliers.

## IntegraColor

Vice President Assistant-Production/Operations

January 1987 - August 2006 (19 years 8 months)

1/1987-6/1997 Vice President Assistant

-Production/Operations Managed Production Schedule, Finishing Production, Customer Service and Shipping/Delivery.

1/2003-5/2004 - Web Production Coordinator

5/2004-8/2006 - Onsite Account Manager DPSG

## Snelling Personnel Services

Account Manager

January 1998 - May 2000 (2 years 5 months)

Account Manager - Staffing and Recruiting

Top 5 Accounts:

Valspar Corp.

Garrett Metal Detector

Blockbuster Music

Crane Plumbing

Eco Lab





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## Contact

[www.linkedin.com/in/jonathan-gleinser-26a9611a](https://www.linkedin.com/in/jonathan-gleinser-26a9611a) (LinkedIn)

## Top Skills

Inventory Management

Materials Management

Operations Management

# Jonathan Gleinser

Tactical Procurement Manager at DXP Enterprises, Inc.  
Dallas/Fort Worth Area

## Experience

DXP Enterprises, Inc.  
Tactical Procurement Manager  
November 2006 - Present

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## Contact

[www.linkedin.com/in/christy-countryman-3b485a77](https://www.linkedin.com/in/christy-countryman-3b485a77) (LinkedIn)

## Top Skills

Government Procurement  
Communication  
Local Government

## Honors-Awards

NPI Conference Award Scholarship

# Christy Countryman

Procurement Project Manager at Denton County, Texas  
Dallas/Fort Worth Area

## Experience

Denton County, Texas  
Procurement Project Manager  
May 2019 - Present

Denton County, Texas  
2 years 6 months

Buyer  
August 2017 - Present  
Denton, Texas

Duties: Perform duties related to the purchasing of supplies, materials, equipment, and services by assigned commodity codes. Prepare bid and quote requests, tabulate results, and recommend award for contract and non-contract buying in accordance with state statutes, purchasing policies, and procedures. Review and resolve discrepancies in purchase orders and receiving documents; verify accuracy and validity of documentation.

- Prepare bid specifications to elicit competitive bid for assigned commodities and services; Review vendor's proposals to determine compliance with stated specifications; recommend award of purchase contracts to vendors proposing rates and conditions most favorable to interests of the County.
- Process requisitions, applying proper codes, ensuring availability of funds, sourcing availability, cost comparison and obtain quotes for purchase of commodities and services for County departments.
- Contact vendors to inquire about delayed shipments, and problems or discrepancies in orders received, as necessary; assist County departments to expedite purchase and receipt of orders, as requested.
- Communicate daily with departmental users on purchase discrepancies, bid awards, etc.
- Compile and compare information, prices, quantities and best product to complete a purchase order for routine supplies, equipment and services for the County.
- Ensure availability of funds for requested items, apply proper codes; obtain authorization signature and forward purchase order to vendor and or department.

- Research and compile information for special projects or reports to ensure completion by specified deadlines in accordance with outlined objectives and goals.
- Comply with the purchasing process through interface with complex computer system and financial management information systems to include electronic requisitions, purchase orders and accounts payable.
- Monitor awarded contracts to insure contract compliance, and mitigate any discrepancies.

### Purchasing Department Specialist

January 2017 - August 2017 (8 months)

Denton, Texas

Duties: Performed a variety of administration and technical work to support activities of the department. Work involved support of centralized purchasing function including maintaining purchase order documents and electronic records for the county. This position serves as first contact for county personnel to resolve problems or issues related to commodity or services purchased as well as use of electronic purchasing system.

- Processed purchase orders to ensure accuracy and ensure proper distributions to vendor, department, and AP through the e-procurement system.
- Scanned and filed various documents including purchase orders and index scanned PO's in the electronic records system.
- Answered and directed incoming phone calls and daily mail to the appropriate personnel.
- Managed list of county employees that are authorized to make purchases on behalf of their department and initiate approval levels.
- Accepted and documented incoming bids and RFP's, ensuring that state statutes have been followed.
- Maintained plan holders list for all current construction and road projects.
- Provided support to Directors and staff as needed through research and project development; prepared correspondence, reports, and forms.
- Assisted with County department inventories and surplus auctions.
- Maintained contract insurance documents to ensure contract compliance; followed up on expired certificates; scanned and indexed projects.
- Performed research and compiled data for special projects, reports, or other publications; prepared correspondence, ensuring completion by specified deadlines and in accordance with departments goals and objectives.

Texas Health Resources

15 years 1 month

### Front Office Lead

June 2016 - December 2016 (7 months)

Lewisville, Texas

Duties: Oversaw the development and efficiency of 2 personnel while under the integration of new software programs and merger with a hospital affiliate.

- Implemented necessary office procedures and protocol for the effective functioning of the front office.
- Assisted in the answering of a multi-line telephone system; effectively relaying and communicating information to the appropriate individual.
- Responsible for daily collection, balancing and electronic reporting of monetary payments made to the office; following up with daily bank deposits.
- Provided patient assistance by scheduling necessary in office or hospital testing; delivering detailed instructions regarding orders, preparation and insurance.
- Placed necessary purchase orders for supplies needed by the clinic.
- Scanned completed paperwork into the electronic health record of the patient; distributed the finalized reports to outside referring physicians through the electronic record system.
- Oversaw and kept track of time off requests from the front office employees.
- Provided empathetic resolution to customer service concerns and complaints.

### Billing Specialist II

December 2001 - June 2016 (14 years 7 months)

Lewisville, Texas

Duties: Performed many duties applicable to data entry of payment information from patients and insurance companies, afterward compiling and reconciling the information for accuracy.

- Reviewed explanation of benefits for accuracy according to insurance fee schedules; denials and errors were reviewed and forwarded to the appropriate account manager for clarification and follow up.
- Answered a multi-line phone system; assisting patients with billing questions and concerns; taking any payments by phone and processing those credit card transactions.
- Posted insurance and patient payments received by mail and electronically into the electronic financial record; balanced these payments to the daily deposit.
- Contacted the appropriate insurance company for verification of benefits and completion of necessary precertification prior to procedures.

- Scanned all explanation of benefits and insurance documentation into the appropriate software module.
- Ordered necessary office supplies for the department.

## Cardiovascular Specialists

### Front Office

December 1998 - December 2001 (3 years 1 month)

Lewisville, Texas

Duties: Provided direction and leadership to 3 personnel while overseeing the efficiency and financial stability of the clinic.

- Implemented necessary office procedures and protocol for the effective functioning of the front office.
  - Assisted in the answering of a multi-line telephone system; effectively relaying and communicating information to the appropriate individual.
  - Responsible for daily collection, balancing and electronic reporting of monetary payments made to the office; following up with daily bank deposits.
  - Provided patient assistance by scheduling necessary in office or hospital testing; delivering detailed instructions regarding orders, preparation and insurance.
  - Placed necessary purchase orders for supplies needed by the clinic.
  - Scanned completed paperwork into the electronic health record of the patient; distributed the finalized reports to outside referring physicians through the electronic record system.
  - Oversaw and kept track of time off requests from the front office employees.
  - Provided empathetic resolution to customer service concerns and complaints.
-

## Contact

[www.linkedin.com/in/john-r-perry-2648249](http://www.linkedin.com/in/john-r-perry-2648249) (LinkedIn)

## Top Skills

FMCG

Supply Chain

Supply Chain Management

## Languages

English

## Certifications

Agro Essentials

African American Leadership  
Conference

# John R. Perry

Sr. Manager Global Agro Procurement - FLNA National Supply at  
PepsiCo

Dallas/Fort Worth Area

## Summary

An industry leader in Procurement/Supply Chain Operations with a unique ability to resolve complex supply chain issues while delivering long-term "least landed cost" solutions. Proven ability in developing sustainable supply chain strategies with flawless execution.

## Experience

PepsiCo

26 years 8 months

Sr. Manager Global Agro Procurement-Potatoes & Potato Flake Supply  
March 2018 - Present

Plano, Texas

Develop long & short-term sourcing strategies while maximizing "least landed cost" options covering more than 60 suppliers across 22 states (+Mexico & Canada). Supports ~22 chip production sites, three core Baked Potato Chip sites as well as Stax Potato Chips, Hot Fries & Munchos. Current business profile consist 3.7 billion lbs. in Raw Chip Potatoes and 80 million lbs. of Potato Flake with an annual inventory value of ~\$570 Million.

Sr. Manager Global Agro Procurement - US West Region

February 2016 - February 2018 (2 years 1 month)

CA, OR, NV, WA, ID, NM, AZ

Sr. Manager Global Agro Procurement - US Central Region & Black Gold Farms (BGF)

March 2011 - February 2016 (5 years)

TX, MX, OK, MO, KS, NE, CO - BGF in TX, FL, GA, NC, DE, MO, IN, MI

Manager Agro Procurement - US East Region

November 2005 - February 2011 (5 years 4 months)

FL, GA, NC, VA, DE, ME, CN, IN, MI

Managed up to 21 potato suppliers and 19 potato production areas which total one (1) billion lbs. of potatoes annually. Present inventory value of \$128 million. Contract compliance consistently above 95%. Plan/manage supply

chain strategies while maintaining inventory outages consistently at all time lows.

#### Analyst, Demand Planning/Supply Chain Operations

November 2004 - November 2005 (1 year 1 month)

Plano, Texas

Researched, analyzed and presented national cost saving opportunities to Sr. Management while consolidating excess/idle potato chip & corn production capacity. Identified more than \$11MM in cost saving opportunities. Exceeded plan goals by double digits (13%) over a two year period.

#### Manager, Product Supply - New Product Launches & Updates

November 2000 - November 2004 (4 years 1 month)

Plano, Texas

Managed the implementation and deployment of more than 1,400 new business initiatives annually while detailing forecast, volume shipments, material requirements and delivery schedules. Consistently executed in-store start dates above 99.7% while volume increased 24% over prior year.

#### Manager, Agro Inbound Transportation

August 1996 - November 2000 (4 years 4 months)

Plano, Texas

Managed inbound freight for raw materials which included 180 million bushels of corn and 3 billion lbs. of potatoes with a freight operating budget of \$90 million. Reduce freight cost by \$12 million. Created \$3 million/year in network optimization productivity. Reduced material outages 42%.

#### Manager, Service & Distribution/Warehouse Operations

November 1992 - August 1996 (3 years 10 months)

Irving, Texas

Supervised and trained 120 personnel in warehouse operations and equipment utilization to ship ~ 24 million cases annually. Supervised the installation, operation and training of a \$3 million pick belt operation to support Direct Store Delivery (DSD). Saved \$1.6 million while improving labor efficiencies 38%.

#### US Army

##### Major, Combat Communications/Supply Chain-Warehouse Operations

September 1981 - November 1992 (11 years 3 months)

Ft. Gordon, GA, South Korea, Ft. Lewis, WA, Egypt, Ft. Hood, TX

Supervised six direct report (junior officers) in the planning and execution of 750 itineraries for general army officers, senior government officials and



foreign dignitaries. Worked the itinerary for vice-president Dan Quayle during his visit to Ft. Hood, Texas. Reduced travel expenses by 20%. Reduced man-hours by 50% during weekly VIP updates.

Managed operating budget and equipment valued at \$1.5 million. Supervised the operations of a consolidated dining facility which served an average of 1,400 meals daily. Responsible for 115 personnel and 14 vehicles. Improved the unit's training rating from 76% to 94%. Two time winner of the "Best Food Service Award", and runner-up in the Phillip A. Connally world-wide competition.

Managed the receipt, storage and distribution of equipment, repair parts and general supplies for four multi-million dollar warehouses. Reduced spending by 15%. Reduced the 30 day backlog list to 14 days – A 53% reduction. Surpassed divisional standards for forward re-supply procedures.

Advised unit commanders on all aspects pertaining to communications in support of 700 personnel and 90 vehicles. Supervised 18 personnel tasked to install, operate and maintain \$2 million worth of communications equipment. Engineered the first ever mobile land line communications system covering 15 miles with no outages.

Advised senior commanders on all matters pertaining to communications in support of 1200 personnel and 124 vehicles. Responsible for 30 personnel tasked to install, operate and maintain 200 telephones, 80 miles of telephone wire and twelve vehicles valued at \$800,000. Improved call completion rate from 83% to 95% in three months. \* Improved equipment rating from 70% to 96%. Supervised 25-30 soldiers who were properly trained to provide and maintain combat communications to forward deployed units. The unit's 24 hour rapid deployment strategy was consistently executed flawlessly!

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## Education

University of Arkansas (Pine Bluff)

Bachelor's Degree, Business/Managerial Economics · (1977 - 1981)

US Army Officer Basic & Advanced Communications School

Communications Certification Course, Communications Operations &  
Deployment Strategies · (1981 - 1983)

US Army Combined Arms Services & Staff School  
Senior Officer Leadership Training

## Contact

[www.linkedin.com/in/amy-scott-7600a74](https://www.linkedin.com/in/amy-scott-7600a74) (LinkedIn)

## Top Skills

Supply Chain Management  
Supply Chain  
Project Planning

# Amy Scott

Director of ION Business Group Procurement Services at Nokia  
Dallas/Fort Worth Area

## Experience

Nokia

Director of ION Business Group Procurement Services  
May 2018 - Present  
Plano, TX

Nokia

Director of ION Business Group Services Procurement at Nokia  
May 2018 - Present

Nokia

Business Line Procurement Manager  
March 2016 - Present

ALCATEL-LUCENT USA INC.

Category Manager  
November 2000 - January 2016 (15 years 3 months)

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## Education

Bowling Green State University

Bachelor's Degree, Business Administration, Management and  
Operations · (1992 - 1996)

University of North Texas

Master's Degree, Business Administration and Management, General

## Contact

[www.linkedin.com/in/adam-gressman-54145b](http://www.linkedin.com/in/adam-gressman-54145b) (LinkedIn)  
[www.kayleesposse.com](http://www.kayleesposse.com) (Personal)  
[www.kayleesposse.com](http://www.kayleesposse.com) (Blog)  
[www.kayleesposse.com](http://www.kayleesposse.com) (Personal)

## Top Skills

Strategic Sourcing  
Supply Chain  
Supply Management

# Adam Gressman

Sr Manager Procurement  
Dallas/Fort Worth Area

## Summary

15 years of experience in supply chain management including Sourcing, Procurement, Logistics, and Supplier Performance Management.

Experienced in outsourcing supply chain in China and Mexico.

Experienced in Fortune 100 companies as well as small \$100M companies; adaptable and flexible to either environment.

Working knowledge of supplier management; organizational effectiveness; and optimal deployment of skills and resources

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## Experience

### Raytheon

Procurement Manager REPS (Raytheon Enterprise)  
July 2011 - Present

Actively leads REPS as Supply Chain Manager of 15+ Supplier Managers across the United States supporting 5 different Raytheon business units with annual spend over \$ 200M

### Raytheon

Procurement Manager (Space and Airborne Division)  
August 2006 - July 2011 (5 years)

### Raytheon

Sr. Supply Chain Specialist  
September 2005 - August 2006 (1 year)

### Blockbuster

Strategic Sourcing Analyst  
February 2004 - September 2005 (1 year 8 months)

#### Navini Networks

Sr. Buyer

November 2000 - October 2003 (3 years)

#### Caprock Communications

Sr. Buyer

November 1999 - November 2000 (1 year 1 month)

#### FSI International

Sr. Buyer

February 1996 - November 1999 (3 years 10 months)

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## Education

#### Amberton University

Master of Business Administration (MBA), Strategic Leadership · (2010 - 2011)

#### Univeristy of Phoenix

Bachelor of Science (BS), Business · (2003 - 2005)

## Contact

[www.linkedin.com/in/gerald-norris-41015a15](https://www.linkedin.com/in/gerald-norris-41015a15) (LinkedIn)

## Top Skills

Purchasing

Supply Chain Management

Strategic Sourcing

# Gerald Norris

Procurement Manager at LSG Sky Chefs  
Dallas/Fort Worth Area

## Experience

LSG Sky Chefs  
Procurement Manager

LSG SkyChefs  
Category Manager Produce  
2007 - Present

Fleming Foods  
Produce Logistic's Mgr  
2000 - 2004 (5 years)

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## Contact

[www.linkedin.com/in/marcin-janus-b8b4b417](https://www.linkedin.com/in/marcin-janus-b8b4b417) (LinkedIn)

## Top Skills

SRM

SAP MM

Supply Chain Management

## Languages

English (Native or Bilingual)

German (Professional Working)

Italian (Limited Working)

# Marcin Janus

SAP MM, SRM Lead

Dallas/Fort Worth Area

## Experience

Commercial Metals Company

Global Procurement Process Manager

January 2007 - Present

Global SAP Procure to Pay/MM deployment and post go-live support.

Led a team of up to 25 members in all project phases (Blueprint, Realization, Testing, Rollouts) and Production Support / Center of Excellence.

ECC 6 + SRM 5 extended classic, workflow

Commercial Metals Company Poland

Purchasing Manager

May 2005 - December 2006 (1 year 8 months)

Managed \$100M+ spend per year. Led a team of approximately 12 procurement professionals.

Key stakeholder in a vertically integrated Supply Chain.

Negotiated long term contracts and spot buys for all commodities (except scrap) for a Steel Mill, Fabrication Shop and Shredder.

Commercial Metals Company Poland

Buyer

September 2001 - April 2005 (3 years 8 months)

- bidding, sourcing and operational procurement of raw materials, IT equipment, MRO items, services, CapEx purchases

- commodity markets and price trends tracking

- VMI agreements

- quality monitoring, vendor evaluation (ISO 9001)

- freight and customs clearance

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## Education

University of Economics in Katowice

post-graduate, International Trade · (2001 - 2002)

Gliwice Technical University, Poland

Master of Science (MSc), Business Administration and Management,  
General · (1995 - 2001)



## Contact

[www.linkedin.com/in/billy-wages-71069827](https://www.linkedin.com/in/billy-wages-71069827) (LinkedIn)

## Top Skills

Supply Management  
Supply Chain Management  
Purchasing

# Billy Wages

Senior Procurement Manager at AER Mfg.  
Dallas/Fort Worth Area

## Experience

AER Mfg.  
Senior Procurement Manager

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## Education

The University of Texas at Dallas  
Business, MIS · (2001 - 2003)

## Contact

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

## Top Skills

Program Management  
Supply Chain  
Retail

# Dale Blum

Procurement Professional - Logistics Operations and Supply Chain Management

Dallas/Fort Worth Area

## Summary

Procurement Professional with background in Logistics Operations and Supply Chain Management. Consistent record of developing, implementing and concluding programs and projects. Recognized for delivering strategic objectives via a hard-working and intuitive management style.

### SPECIALIZING IN:

e-Commerce.

Information Systems – Oracle/PeopleSoft, Ariba and MS Office (Excel, PowerPoint, Access).

Operations – shipment management and cost accounting.

Project Execution.

### COMPETENCIES:

Transportation/Logistics Management

- Cost and Operational Improvement
- Carrier Contract Negotiation
- Product/Service Diversity
- Project Shipments

Vendor Management

- EDI Solutions
- Direct to Store Routing
- Customized Solutions
- Consumer Goods / Retail Freight Forwarding

Organizational Leadership

- Organization Building
- Performance Management Processes
- Recruiting / Dismissing
- Training / Compliance

Supply Chain Management

- Product Management Visibility
- Customer and Supplier Collaboration
- Strategic Sourcing
- End-to-End Supply Chain Management

#### SPECIFIC SKILLS:

Ability to analyze quantitative data.

Technical knowledge related to the job.

Proficiency with computer software programs.

Ability to create and/or edit written reports and to sell and influence others.

#### SOFT SKILLS:

Ability to work in a team structure, to make decisions, and solve problems.

Ability to obtain and process information and to organize and prioritize work.

Ability to communicate with people inside and outside an organization.

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## Experience

### Reed Elsevier

Purchasing Manager - Global Procurement

September 2008 - Present

Supplier Management and control of the contractual relationship with logistics service providers. Oversee the negotiations with service providers to ensure that Reed Elsevier is obtaining the best value for the customer's requirements.

### Harcourt

Director of Logistics

April 1995 - March 2008 (13 years)

Managed the logistics support services and contracts. Technical consultant supporting existing clients and new sales prospects. Consultative project management, project execution methodology and risk assessment.

Harcourt Education, Orlando, FL - is a \$1.4 billion global education business.

### Rank Group

## Corporate Manager - Logistics Support

1988 - 1995 (8 years)

Northbrook, IL

Implemented and managed nationwide "time release" direct ship programs. Facilitated new release and catalog pricing programs based on video media volumes per delivery date.

Procurement of services connected to videocassette manufacturing and distribution.

Planning, Forecasting and operating responsibility for optimal routing and vendor selection.

RANK ORGANIZATION PLC, London, England - \$4 billion financial holding company-studio holdings, theater chains, hotels, video production and distribution. Rank Video Service America Inc. (Subsidiary) video production and distribution.

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## Education

Northeastern Illinois University

Bachelor's of Arts · (1982 - 1985)

## Contact

[www.linkedin.com/in/eileen-pierson-b493487](https://www.linkedin.com/in/eileen-pierson-b493487) (LinkedIn)

## Top Skills

Food  
Restaurants  
Purchasing

# Eileen Pierson

Procurement Manager at 7-Eleven, Inc.  
Dallas/Fort Worth Area

## Experience

7-Eleven, Inc.

Procurement Manager Fresh Foods  
April 2002 - Present

Contract & manage over \$200M dollars per year in ingredient purchases for 14 Commissaries and 12 Bakeries servicing over 10,000 stores. Avg yearly savings –10M+

Manage over 700 individual ingredients and more than 120 vendors with specs, pricing, QA etc. & communicate within organization. Provide cost structures on national items & Regional items Source new suppliers, ingredients etc for Development team & Category Managers.

Coordinate product and act as liason between Commissaries/Distributors/ Operations/ Category Managers/ QA/R&D and Field Merchandisers on daily basis and solve any issues as they arise as part of the support team at the US corporate headquarters. Schedule and attend all capability presentations and perform follow-up. Attend seminars, shows, vendor presentations to find first, best and only ideas for 7-Eleven's fresh foods team.

TGI Fridays

Procurement Manager  
June 1998 - April 2002 (3 years 11 months)

Sourced, contracted & managed over \$125 million/year in food purchases for over 750 restaurants nationwide. Booked yearly commodities, such as soybean oil. Handled all red meat, seafood, cooked meats, 100% Natural Angus, soups, sauces, breads, etc. purchases. Contracted & Managed vendor rebate program with Sysco for over 700 hotel properties. Liason between R&D & Mktg Dept & other buyers in dept. Coordinated all menu tests, implementations & rollouts. Supervisor to 3 Buyers & 1 Ad Min. Formulated & implemented new office procedures, contracts, reporting, etc. within the department. Saved \$5 million in my categories, during 12 month period. Helped to manage distributors (PFG, MDS, USF). Helped to develop new Vendor/Distribution notification systems in the tracking both new and current items.

## Contact

[www.linkedin.com/in/marcia-ingram-8069228](https://www.linkedin.com/in/marcia-ingram-8069228) (LinkedIn)

## Top Skills

Food Industry

Procurement

Product Development

## Languages

English

# Marcia Ingram

Sourcing Manager-Food at Marley Spoon  
Irving, Texas

## Summary

Experienced Procurement professional with a demonstrated history of working in the retail and wholesale industry. Skilled in Procurement, Product Assortment Planning, Pricing Strategy, and Team Building. Strong relationship builder and creative problem solver.

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## Experience

Marley Spoon  
Sourcing Manager  
December 2018 - Present  
Dallas, TX

National role sourcing fresh food ingredients for meal kits.

Greenpoint Services  
Procurement Business Consultant  
April 2012 - Present  
Freelance

Specializing in administrative best practices, new item setup and order portal systems for various chain grocery and CPG companies.

Central Market - H.E. Butt Grocery Company; Kroger, Albertsons, CVS, Dot Foods, Loblaws.

European Imports LTD  
Retail Sales Specialist  
January 2018 - December 2018 (1 year)  
Arlington Heights, IL

- Corporate contact for HEB - Central Market account (9 locations) in Texas, working closely with Central Market Category Managers to achieve growth in sales and margin.
- Submitting new items for authorization, promotional deals and forecasts.
- Identifying and reconciling cost discrepancies between Central Market system and European Imports contract pricing to increase/maintain margin.

- Preparing forecasting and tracking new item inventory stocking requests in European Imports' Texas distribution center to support Central Market order demand.
- Securing vendor promotional funding and demo support.
- Placing orders, receiving trucks, and merchandising products appropriately
- Collaborating with store personnel to provide seamless customer service.
- Analyzing invoice and submitting credits for reconciling discrepancies and manufacturer billback funding.

## LSG Sky Chefs

### Retail - Buyer

April 2016 - January 2018 (1 year 10 months)

North American Headquarters - Irving, TX

Procurement/ Sourcing ingredients for North American Retail division with \$145M in annual revenue.

- Supply chain logistics and inventory management of ingredients for 12 kitchens throughout the US.
- Customers include 7-Eleven, Circle K, Racetrac, Sunoco and others.

## LSG Sky Chefs

### Program Management Analyst for Menu Design

May 2012 - January 2018 (5 years 9 months)

North American Headquarters - Irving, TX

- Menu Design Team for airline in-flight catering services.
- Menu presentations to customer decision makers, recipe building, implementation, procurement of ingredients, and communicating updates to up to 28 in-flight kitchens.
- Planning and organizing of multiple project timelines with minimal supervision to ensure smooth menu launches and cycle changes at all kitchen stations.
- Auditing and communicating closely with internal department stakeholders to provide accurate food costs, procurement, sales support information on timely basis.
- Fostering close customer relationships and collaborating across departments to meet needs
- Current and past customers include: American Airlines, Turkish Airlines, JetBlue, Virgin America, Copa Airlines, Omni International Airlines.

## H.E.Butt Grocery Company-Central Market

### Procurement Coordinator II

October 2010 - May 2012 (1 year 8 months)

Dallas, Texas

- Supported, collaborated and coordinated the procurement activities for multiple categories - Candy, Bulk Department, Tea & Coffee, and Publications.
- Complete product life cycle of Seasonal Candy programs.
- Fostering Vendor relationships and coaching.
- Responsible for key account monthly, quarterly and seasonal deal analysis and input.
- Sales and commodity report analysis, cost/margin reviews, cost change reviews.
- Collaborated with Business Development Manager to identify assortment choices.
- Collaborated with Project Managers for development and testing of new information systems to replace old legacy systems.
- Provided training and leadership to new Procurement Coordinators.
- Advanced computer skills - BI, Excel, Word, Outlook, PowerPoint, and Sharepoint

#### H.E. Butt Grocery Company

##### Procurement Coordinator I

April 2004 - September 2010 (6 years 6 months)

Dallas, TX

- Supported multiple Procurement departments - Dry Grocery, Dairy/Frozen, Seafood, Card & Party
- New item setup launch process including data setup, coordinating supply chain logistics as well as marketing information.
- Creatively and proactively resolved medium to complex issues on a daily basis.
- Coached vendors to foster smooth working relationships with a broad spectrum of vendor sizes.
- Maintained the accuracy and timeliness of data in multiple systems to protect cost and pricing margins.

#### H.E. Butt Grocery Company - Central Market

##### Foodie

2002 - 2004 (3 years)

Fort Worth, TX

Hired as a Cashier in 2002 at Fort Worth, TX store, then promoted to Foodie in 2003.

- Active role of encouraging customer product education and relationships, thereby generating greater sales.



- Fostered food ingredient knowledge, use, excitement and trial with customers.
- Collaborated with department managers throughout the store to promote products.
- Team lead mentoring and training other Foodie team members.

## The Loewen Group Incorporated

### Claims Administrator

March 2000 - December 2001 (1 year 10 months)

Vancouver, British Columbia, Canada

Promoted after three months from Corporate Assistant to the in-house General Counsel, to Claims Administrator for the Chapter 11 reorganization of the company. (Largest Chapter 11 bankruptcy case in 2001 in the US).

- Liaison between Loewen Group representatives and outside legal counsel administering claims
- Weekly status updates to Senior level stakeholders, consultants and department managers.

## Dubrule International Culinary Institute

### Office Administrator

1998 - 2000 (3 years)

Vancouver, British Columbia

Hired as Receptionist in 1998, then promoted to Office Administrator after three months.

- Managed tuition payment transactions, record keeping and student files.
- Coordinated payroll for 10 - 12 staff members and Chef Instructors.
- Managed office/custodial staff of 5.
- Developed the first computerized database of student records for the school. (School has since been bought out by The Art Institute of Vancouver.)

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## Education

### Dubrule International Culinary Institute

Professional Culinary Training Program · (1997)

### Camosun College, British Columbia, Canada

Associate of Arts in Business Administration, Major in Marketing · (1985 - 1987)

### University of Victoria, British Columbia, Canada



## Contact

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

## Top Skills

Supplier Relationship Management  
Program Management  
Vendor Management

## Languages

English

# Sophie Posey

IT Contracts and Procurement Manager at The Container Store  
Dallas/Fort Worth Area

## Summary

Brings a proven capacity and track record of success in leading informed business decision making and managing complex multimillion dollar projects through planning, implementation, and execution phases. Demonstrated ability to source, collaborate, and coordinate with technical and engineering professionals and suppliers, while leveraging project management best practices as well as supply chain strategies to optimize operational efficiency and proactively control costs.

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## Experience

The Container Store  
IT Contracts and Procurement Manager  
June 2017 - Present  
Coppell, TX

Hewlett Packard Enterprise  
Software Relationship Manager- Global Procurement  
January 2016 - April 2017 (1 year 4 months)  
Plano TX

Own and manage the relationship with tier 1 & 2 strategic suppliers and improve supplier/category performance initiatives.

Negotiate and execute contracts with strategic suppliers to achieve best valued propositions.

Manage and conduct multiple cost reduction and avoidance initiatives; achieved over \$3M in savings in sourcing and procurement projects.

Interface with stakeholders and business units, utilizing vendor management practices to initiate win/win solution, mitigate risk, and drive best solutions.

Engage with supplier regarding service and/or quality issues to mitigate negative impact and deliver resolutions.

Conduct commodity and market research to analyze industry trends and benchmark costs.

## Dell Services

Services New Product Introduction Portables Program Manager  
2010 - 2015 (6 years)

Oversaw the successful launch of all Biz-Client Platforms for Services, with a quarterly budget of over \$2M, as well as monitored OEM/ODM costs, scheduling, and scope to maintain high quality standards.

Globally forecasted, purchased, and monitored shipments to ensure their timely arrival prior to RTS (Ready to Ship) date.

Partnered with cross-functional teams and external suppliers to procure materials and drive the timely delivery of products in alignment with set launch dates.

Developed and implemented quantitative metrics to monitor and improve NPI team performance against the organizational average.

Collaborated with leadership teams from across the company's global operations for strategic launch planning, effective escalation management, and the creation of bill of materials (BOM).

Oversaw multiple fulfillment locations with ownership over receiving and invoicing issues, purge requests, parts activation, and material returns to suppliers.

## AMD

Lead Source Manager IT Services; Marketing Services  
2009 - 2010 (2 years)

Managed and developed supplier relationships and ongoing negotiations, using procurement tools (including cost trend and price change analyses) to deliver breakthrough performance in cost, service, and quality.

Synchronized internal IT relationships to deliver on AMD's Contingent Worker/Service Provider needs.

Partnered with the IT management team to gather requirements and gain an understanding of their HR needs, effectually meeting on a regular basis to keep a pulse on evolving demands.

Defined Statement of Work (SOW), job specifications, and rates based on competitive contract analysis for contingent labor suppliers and led negotiations, delivering a 10% cost savings for each SOW.

Conducted quarterly reviews of suppliers using AMD principles to ensure suppliers delivered to expectations.

## Dell Inc.

9 years 3 months

WWP Global Commodity Manager/ Contract Negotiator

2007 - March 2009 (2 years 3 months)

Spearheaded negotiations for Master Relationship Agreements, performing comprehensive business analysis to effectively position Dell for negotiations and achieving a 70% discount off list price.

Sourced and procured internal software for Dell's IT teams utilizing the RFP/RFQ processes to purchase security and communication applications.

Enhanced Dell's global procurement functions with thorough use of processes to reduce complexity, time, and costs associated with purchasing.

#### Project Manager-OS Development & Software Applications

2005 - 2007 (3 years)

Engaged to spearhead implementation and development projects for operating systems and various SW applications utilizing the Phase Review Process (PRP). This includes requirement gathering, risk identification and mitigation, planning, milestone management, reporting, and post-mortem analysis, as well as change management. Oversaw a cross-functional, global team of 30 commodity project managers and engineers through the completion of a Vista upgrade program and related applications, guiding the team to deliver the project on time, on budget, and within scope.

#### Project Manager- Sustaining Desktop Platforms

2003 - 2005 (3 years)

Managed Precision Workstations block release projects, guiding all releases for platforms and ensuring that key stakeholders (commodity project managers, diagnostic teams, and internal processing teams) were aligned in their efforts.

Managed a high volume of post release and change projects (approximately 100 per quarter) without compromising quality through use of strategic planning and hands-on management of cross-functional teams.

Ensured that all Engineering Change Orders (ECOs) underwent appropriate change management process in addition to driving engineering defect analysis and correction action implementations.

Initiated improvements in efficiency for the Block Release process through a new data management tool, earning recognition from senior management.

#### Business Analyst- Application Systems Administrator

2000 - 2003 (4 years)

Managed and administered a development issue tracking tool for 3,500 + users across Dells Engineering Organizations.

## Education

Texas Tech University - Rawls College of Business

BBA, Management Information Systems (MIS) · (1995 - 1999)

Texas Tech University - Rawls College of Business

## Contact

[www.linkedin.com/in/amol-chavan-2b281155](https://www.linkedin.com/in/amol-chavan-2b281155) (LinkedIn)

## Top Skills

Strategic Sourcing  
Supply Management  
Supply Chain

## Languages

English (Full Professional)  
Marathi (Full Professional)

# AMOL CHAVAN

Procurement Category Manager at LSG Sky Chefs  
Dallas, Texas

## Experience

LSG Sky Chefs  
Procurement Category Manager

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## Education

St. Xavier School - Mumbai

## Contact

[www.linkedin.com/in/shalyn-hill-b079b626](http://www.linkedin.com/in/shalyn-hill-b079b626) (LinkedIn)

## Top Skills

Telecommunications

Wireless

Program Management

# Shalyn Hill

Manager of Procurement & Planning at AE Petsche  
Dallas/Fort Worth Area

## Summary

A versatile professional adept at managing multiple projects, providing exceptional customer support and streamlining office operations for major productivity gains. Has experience in directing the execution of concurrent projects; from idea conception to deployment and support. Committed to providing superior customer care while maintaining budget and managing expectations and performance. Has been a part of highly effective project implementation teams due to perfecting processes, organizing project plans and timelines, as well as developing detailed project documentation and pioneering the RFP response process.

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## Experience

A.E. Petsche

Manager, Procurement & Planning

May 2014 - Present

Arlington, Texas

- Review, analyze and interpret various reports to determine requirements based on material availability, inventory levels and lead times.
- Proactively resolve problem situations with suppliers and various company departments while remaining within company inventory guidelines.
- Manage inventory to financial goals.
- Provide assistance and direction to other stakeholders in the supply chain process to discover / eliminate inefficiencies or adjustments involving the customer and/or company.
- Support all non-contract material requirements for the customer and its related sub-contractors.
- Take a proactive role in the promotion of good communications between all functional areas and the supplier base.

Advocare

Independent Distributor

June 2013 - Present

Nationwide



**MoveWorks, Inc.**

**Business Development**

July 2013 - June 2014 (1 year)

Dallas/Fort Worth Area

- Working in the PRM system to create, maintain and follow up on all leads.
- Schedule appointments, prepare and deliver presentations to the client.
- Research all potential clients to learn about their business and requirements.
- Closely coordinate with other departments within the organization to schedule appointments and plan meetings.
- Create new marketing documents and layouts, including social media presence.

**Navy-Marine Corps Relief Society**

**Client Services Assistant (Volunteer)**

April 2011 - September 2011 (6 months)

Yuma, AZ

- Greet clients, ascertain eligibility to apply for assistance and manage incoming phone calls, walk-in's and answer questions about NMCRS programs.
- Assist clients in determining paperwork needed for an interview and updating confidential client information into the NMCRS CAP computer program.
- Work closely with Case Workers to review client budgets and loan requests.

**The Foundation for Public Education**

**Volunteer**

January 2010 - March 2011 (1 year 3 months)

**Network Infrastructure Corporation**

**Solutions Group Specialist**

January 2010 - March 2011 (1 year 3 months)

- Actively involved in document management, letters of response, no-bid letters, spreadsheet review, purchase order tracking, document tracking, document revisions, mail merges, and customer letters.
- Proposal management; creation of proposal documentation, PowerPoint development, electronic and written proposal development, deliverable documentation, including technical writing, organization of multiple media formats into one, development of PDF and/or protected formats, DVD/CD creation and duplication.

- Schedule management, correspondence and phone support for Account Managers and their customers and/or prospects.
- Vendor assistance; also worked as Marketing Specialist to manage job-related vendor issues such as product/pricing deviation, special discounts. Assuring appropriate documentation follows jobs/projects.

#### Next Level Solutions, Inc

##### Project Manager

July 2008 - August 2009 (1 year 2 months)

- Responsible for daily and weekly communications with customers to manage expectations.
  - Assign projects tasks appropriately and deliver a detailed proposal to customers in a timely manner.
- Increase productivity by quickly processing over four detailed proposal and RFP reports a week.
- Increase profitability by turning around quote requests resulting in quadrupling weekly output.
  - Spearhead project meetings with all parties to ensure proper communication.

#### Next Level Solutions, Inc

##### Office/Purchasing Manager

August 2005 - July 2008 (3 years)

- Interact with customers about orders, organize product delivery and specialize orders for unique jobs.
- Pioneer the job costing method to analyze company profit.
- Strengthen communication with management and sales staff.
- Spearhead weekly project status meetings and monthly company events.

#### Next Level Solutions, Inc

##### Administrative Assistant

November 2002 - August 2005 (2 years 10 months)

- Perform duties including scheduling meetings, filing important and confidential paperwork, following up with customers to ensure satisfaction, and packaging/shipping large orders for billing.
- Manage Accounts Payable/Receivable.
- Responsible for answering phone calls and transferring callers to a specific department or extension.

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## Education

Northern Arizona University-The W. A. Franke College of Business  
Bachelors, Business Administration · (2007 - 2009)

Paradise Valley Community College  
Associates, Business, General Studies · (2005 - 2007)

## Contact

[www.linkedin.com/in/jasonawright](http://www.linkedin.com/in/jasonawright)  
(LinkedIn)  
[www.hulcher.com](http://www.hulcher.com) (Company)

## Top Skills

Contract Negotiation  
Procurement  
Transportation

# Jason A. Wright

Manager, Procurement & Assets  
Dallas/Fort Worth Area

## Experience

Hulcher Services  
Manager of Procurement and Asset Management  
August 2004 - Present

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## Education

University of North Texas

## Contact

[www.linkedin.com/in/matt-hafer-154b7823](http://www.linkedin.com/in/matt-hafer-154b7823) (LinkedIn)

## Top Skills

Pricing

Wholesale

National Accounts

# Matt Hafer

Senior Vice President, Supply Chain Management & Procurement at  
Adleta Corporation  
Dallas/Fort Worth Area

## Experience

### Adleta Corporation

Senior Vice President, Supply Chain Management & Procurement  
July 1997 - Present  
Carrollton, TX

### Adleta Corporation

Senior Vice President - General Product Manager  
July 1997 - Present

### Slaughter Distributing

Commercial Sales Manager  
January 1992 - June 1997 (5 years 6 months)

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## Education

### The University of Texas at Arlington

BBA, Marketing · (1989 - 1991)

### Tarrant County College

Business Administration and Management, General · (1987 - 1989)

Nimitz

## Contact

[www.linkedin.com/in/kristin-mazoch-11b23b70](http://www.linkedin.com/in/kristin-mazoch-11b23b70) (LinkedIn)

## Top Skills

Supply Management  
Supply Chain  
Strategic Sourcing

# Kristin Mazoch

Global Procurement Category Manager at Hewlett-Packard  
Dallas, Texas

## Experience

Hewlett-Packard  
Global Procurement Category Manager  
2013 - Present

US Public Sector Contingent Labor

Southwest Airlines  
Senior Buyer  
2008 - 2013 (6 years)

GE Capital  
Sr. Facilities Procurement Specialist  
2001 - 2008 (8 years)

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## Education

Texas Woman's University  
Master of Business Administration (MBA), International  
Business · (2005 - 2007)

Stephens College  
Bachelor of Business Administration (B.B.A.), Business Administration and  
Management, General · (1995 - 2000)