

Contact

www.linkedin.com/in/joe-spata-8376293 (LinkedIn)

Joe Spata

Supply Chain Professional
Dallas/Fort Worth Area

Summary

Summary of Qualifications

- Extensive background in all aspects of Supply Chain Management
- Specialist in E-Commerce Supply Chain solutions
- Proven skills as a manager and individual contributor
- Strong leadership, interpersonal, communication, conflict resolution and problem-solving skills
- Experience in Commercial (UCC) and Military (FAR) contracting environments and ERP/MRP environments

Alliance Data

May 2007 – Present

Dallas, Texas

Manager, Corporate Procurement

- Responsible for Enterprise Wide Spend/, 500M approximately.
- Responsible for managing 12 associates at Dallas, TX Corporate site and 20 associates in Columbus, OH site
- Focus on automation to improve overall Procurement process
- Develop Strategic Plan to incorporate all of Alliance Data Business Units
- Develop Category Management structure for deployment
- Responsible for preparation and management of operating budgets for

Procurement

- Responsible for integration of new acquisitions to Alliance Data to utilize Corporate Procurement systems/procedures.

Education

UNIVERSITY OF DALLAS

Masters of Business Administration Degree in E-Commerce – 3.85 GPA out of a possible 4.0

UNIVERSITY OF NORTH TEXAS

Bachelors of Business Administration Degree in Marketing -
Graduated Cum Laude – 3.78 GPA out of a possible 4.0

Certification

Certified Purchasing Manager (CPM) since 1992

Specialties: Supply Chain Optimization

Managing, Hiring/Disciplinary actions for various size teams up to 75

Well versed in both Commerical and Government contracting

Extensive history of million dollar negotiations and savings

Well rounded in all aspects of Supply Chain operations.

Experience

Alliance Data

Corporate Procurement Manager

2007 - Present

Labinal

Supplier Quality Logistics Manager

July 2004 - Present

Labinal, Inc

July 2004 – February 2007

Corinth, Texas

Supplier Quality Logistics Manager

- Responsible for Supplier performance at four Labinal manufacturing sites in North America

- Implemented a Supplier Performance Measurement system which is shared monthly with Supply Base and assists Purchasing in source selections

- Implemented a Consignment inventory model with strategic suppliers resulting in millions of dollars in inventory reductions annually and improved material availability

- Responsible for analyzing and implementing plan for Supply Chain process improvements at Labinal North American sites

Nokia

Supply Chain Expert

1996 - 2008 (13 years)

Boeing Commercial Airplanes

Procurement Manager

February 1989 - June 2004 (15 years 5 months)

- Direct supervisor over 30 individuals.
- Responsible for all hiring and departmental budgets.
- Responsible when assigned for entire Supply Chain operation including warehouse, inventory control, production control and procurement.
- Participated in all Integrated Product Teams (IPT) representing Corinth operations. Prepared monthly status reports and presented at Corporate operations in Seattle, WA,

Education

The University of Dallas

MBA, Electronic Commerce · (2002 - 2004)

Contact

www.linkedin.com/in/roth-robert-8043928 (LinkedIn)

Top Skills

Purchasing

Supply Chain Management

Inventory Management

Roth Robert

National Inventory/Procurement Manager at Rexel
Dallas/Fort Worth Area

Experience

Rexel

National Inventory/Procurement Manager
July 2006 - Present

Service Electronic Inc

Director of Purchasing

January 1994 - April 2006 (12 years 4 months)

Education

University of Maryland University College
· (1975 - 1991)

Contact

www.linkedin.com/in/debora-mcmath-gonzales-4b3a2113
(LinkedIn)

Top Skills

Purchasing
Packaging
Facilities Management

Honors-Awards

Advanced Print Production
Certification

Debora McMath-Gonzales

Director of Procurement, Taylor Communications
Dallas/Fort Worth Area

Summary

I have 20+ years of industry experience. I am a Certified Document Consultant and have my Professional Print Production and Advanced Print Professional Certification. I have many years of experience managing Sourcing and maintaining a teamwork environment to ensure we meet the overall goals of our organization and create an excellent customer experience.

Specialties: Purchasing/Sourcing, Facilities Management, ISO Process Improvement Developmental Processes, CDC, PPC and APPPC Certified, Management.

Experience

Taylor Communications
Director of Procurement
July 2016 - Present
Hutchins, TX

Staples Print Solutions
Senior Sourcing Manager
May 1996 - Present

Staples
10 years 4 months
Regional Sourcing Manager
May 2004 - June 2010 (6 years 2 months)

Facilities and Forms Manager - Corporate Express
March 2000 - 2004 (4 years 10 months)

Corporate Express
Forms Management and Billing Supervisor
1996 - 2004 (9 years)

Western Business Systems
Business Forms Sales Consultant
March 1992 - March 1996 (4 years 1 month)

Education

Texas State Technical College
Business

Contact

www.linkedin.com/in/keri-hall-a88bbb56 (LinkedIn)

Top Skills

Supply Management
Purchasing
Strategic Sourcing

Keri Hall

VP of Operations at Rockin' R Construction
Midlothian, Texas

Experience

Rockin' R Construction
VP of Operations
July 2017 - Present
Cleburne, TX

Vista Sand
Procurement Manager
July 2014 - Present
Texas

James Hardie Building Products
Buyer
May 2005 - Present

Education

Kansas State University

Contact

www.linkedin.com/in/judy-poche-8000703a (LinkedIn)

Top Skills

Supply Chain

Lean Manufacturing

Business Strategy

Judy Poche

Procurement Manager at Amphenol Fiber Systems International
Sherman/Denison, Texas Area

Experience

Amphenol Fiber Systems International
Procurement Manager
October 2002 - Present

Amphenol Fiber Systems International
Procurement Manager
October 2002 - Present
Allen, Texas 75013

Strategic Consulting, including business plan & sales strategy development.

Contact

www.linkedin.com/in/lew-bruno-3720747a (LinkedIn)

Top Skills

- Procurement
- Cross-functional Team Leadership
- Contract Negotiation

Lew Bruno

IRM Procurement Manager at Worldwide Technology
Plano, Texas

Experience

Worldwide Technology
IRM Procurement Manager

Contact

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

Top Skills

Staff Management
Budget Development
IT Service Management

Certifications

Information Technology Infrastructure
Library (ITIL)
Cisco Sales Expert
Associate System Administrator
(AIX)
VMware Sales Certification

Rob Marten

Innovative Supply Chain Manager ▫ IT Solutions Catalyst ▫
Continuous Learner
Grapevine, Texas

Summary

I'm the Senior Manager, IT Supply Chain for Energy Future Holdings, one of the largest residential and commercial electric retailers in Texas. In this role, I lead all aspects of IT sourcing, RFx creation, contract negotiations, supplier relations, and project management. Over the years, we've successfully negotiated numerous multimillion-dollar contracts for IT consulting services, managed services, licensing agreements, and outsourcing agreements.

Before joining Energy Future Holdings, I was hired to build a new IT Contract and Vendor Management team to support the newly in-sourced IT department for TXU Electric. I served as a vital member of the TXU Innovation Team, developing and implementing technology solutions to simplify business processes, expedite workflow, and reduce operating costs.

Early in my career, I worked for domestic/international IT resellers selling leading-edge tech solutions to Fortune 500 companies. In these roles, I was recognized as a top sales producer for consistently meeting or exceeding sales goals.

I have a bachelor's degree from Stephen F. Austin State University, hold ITIL and AIX certifications, and am a member of the Association of Information Technology Professionals (AITP).

I'm interested in connecting with former colleagues, managers, and fellow tech gurus. If you'd like to connect with me on LinkedIn, send me an invite.

Experience

Jacobs

Director, IT Procurement / Strategic Sourcing & Vendor Mgmt
February 2017 - Present

Dallas/Fort Worth Area

Energy Future Holdings

Senior Manager, IT Supply Chain

2013 - Present

- Recruited to develop IT Supply Chain organization for one of the largest residential and commercial electric retailers in Texas.
- Manage 8-member team comprised of 6 sourcing specialists, 1 reporting/analytic specialist, and 1 buyer/administrator.
- Oversee all aspects of IT sourcing, RFX creation, contract negotiations, and vendor management.
- Co-manage \$260 million IT spend across multiple business units and locations.
- Hold contract signature authority of up to \$1 million.

TXU Energy

Manager, IT Contract and Vendor Management

2009 - 2013 (5 years)

Irving, TX

- Brought on board to build new IT Contracts and Vendor Management team to support newly in-sourced IT department for one of the largest electricity retailers in Texas.
- Reviewed IT vendor agreements, negotiated contracts, and managed compliance throughout contract term.
- Tracked contract expiration and renewal dates. Assisted with invoice approval process to ensure A/P had the appropriate approvals and allocations.
- Managed 3 direct reports and \$350 million IT spend.

Bright Pixel, LLC

President

2007 - 2009 (3 years)

Grapevine, TX

- Led start-up of security consulting firm developed to address the changing technology landscape in physical security.
- Secured \$100,000 in seed funding, led technical direction for digital security/surveillance, and built strategic alliances with multinational technology companies.
- Managed strategy, finance, business development, and contract negotiations.

Mainline Information Systems

Solution Sales Architect

2000 - 2007 (8 years)

- Leveraged well-developed consultative sales techniques to develop new business opportunities with Fortune 100 and 500 clients for national technology reseller/system integrator.
- Engaged target customers in multi-stage business discussions positioning company's products/services based on customer requirements.
- Increased sales by 40% within existing accounts by forming a UNIX User Group for AIX and Solaris system administrators in Dallas-Fort Worth and Houston.

Real Solution

Territory Manager, Southwest Region

1998 - 2000 (3 years)

Woodland Hills, CA

- Managed \$20+ million Southwest region of Fortune 500 and 1000 clients for global value added reseller and IT leasing company.
- Accountable for territory sales, account management, contract negotiations, relationship management, and revenue/profitability.

Education

Stephen F. Austin State University

Bachelor's Degree, Chemistry and Biology

FranklinCovey

The Speed of Trust, Leadership Now

Contact

www.linkedin.com/in/kristi-payne-899677 (LinkedIn)

Top Skills

Budgets
Contract Management
Contract Negotiation

Kristi Payne

Director, IT Procurement, Fidelity Investments
Dallas/Fort Worth Area

Summary

Category Management for IT Procurement with a focus in the Cybersecurity and Software space.

Experience

Fidelity Investments
Director, IT Procurement
December 2015 - Present
Westlake, TX

Procurement main point of contact for projects related to the Cybersecurity and Network Security category space.

Fidelity Investments LLC
SR. CONTRACTS MANAGER
November 2012 - Present

Responsible for supporting Telecom and Technology based initiatives.

Southwest Airlines Co
MANAGER
December 2004 - November 2012 (8 years)

Instrumental in building a working relationship with the Technology and the Operations departments to obtain user trust and approval related to their procurement and strategic needs.

With initial assignment, revitalized a team of underperforming employees to become a key contributing team with solid results. Over the years, I have been able to grow the Team, and now lead a Team of 8 that manage half of our Technology spend as well as also interface and support various other Operational Teams.

Instrumental in Onboarding multiple Interns to permanent Southwest employees, and am currently mentoring and guiding them in their career path and helping them exceed the current position expectations and watch them stretch their abilities.

Strategic leadership responsibilities for the Purchasing Department , Technology and Southwest's Operational Teams. Responsible for supporting all communication technologies for the corporate office as well as its 112 locations.

History of executing strategies to consolidate and leverage Telecom and IT procurement nationally, developing supplier standardization, and aligning opportunities for long-term supplier relationships.

Co-led initiatives to align Purchasing and multiple Finance groups through the post SAP implementation purchase order and payment challenges.

Focused on improving Customer Service and cross-collaboration within our Team and the Internal Customers that we serve as well as our Suppliers to build long-term relationships.

Consistently motivate our Teams to achieve and exceed annual savings and performance goals.

Co-led a uniform training program for the Technology Purchasing Team to help drive a consistent Customer experience and to also gain efficiencies.

Guiding the Team through an airline acquisition, focusing on the long-term strategic plan as well as leading them into the international realm and the purchasing financial complexities that it brings.

Resources Global Professionals

Consultant for Southwest Airlines

June 2004 - December 2004 (7 months)

Mentor, advise, train and guide its IT Purchasing employees regarding procurement industry standard philosophies and negotiation tactics.

Served as an adjunct resource to the Southwest IT Purchasing employees.

Led strategic sourcing projects from inception to completion including, attending and leading internal customer meetings to define specifications, establishing strategies, and outline a cost savings strategy.

Negotiated contracts, process software and hardware maintenance renewals, and licensing agreements.

Helped Southwest achieve \$8M in cost savings for 2004.

VarTec Telecom, Inc

SENIOR CONTRACTS MANAGER

April 2001 - June 2004 (3 years 3 months)

Responsible for contract negotiations and execution for inbound services in support of Network Engineering, Field Operations, Information Technology.

Inbound services include wireless technology, equipment and maintenance,

consulting/professional services. Negotiated cost savings/cost avoidance resulting in over \$8M of benefit for VarTec in 2003.

Team leader for multi-departmental projects dedicated to the development of contractual relationships for wholesale DSL services, ISP and voicemail services.

Experienced in International contract negotiations for inbound services as well as wholesale wireless service.

Assisted in the acquisition and merger of two companies and assisted in the development and implementation of one uniform corporate procurement process.

Primary liaison with Legal and other appropriate stakeholders in the development of contracting/negotiating strategies.

Assisted in the training and implementation of Oracle 11i for the procurement group.

Allied Riser Operations Corporation

CONTRACTS MANAGER

April 2000 - February 2001 (11 months)

Team leader for contract negotiations and execution for inbound services in support of Network Engineering, Field Operations, Informational Technology, Construction. Inbound services include wireless technology, DSL/communications, consulting/professional services, software licensing, maintenance, and construction.

Assisted in the resolution of issues regarding the interpretation of contract language, risk management and backcharges, while maintaining positive relationships with contractors and suppliers. Negotiated cost savings/cost avoidance resulting in over \$2M of benefit for ARC.

Managed the entire life cycle of assigned contract, which includes: assisting inbound services in the preparation of specifications, preparation and management of the RFI/RFP process, preparation and execution of agreements, administration and close-out.

Primary liaison with Legal, Risk Management and other appropriate stakeholders in the development of contracting/negotiating strategies.

Allied Riser Communications

Contracts Manager

1999 - 2001 (3 years)

Allied Riser Operations Corporation

SENIOR PURCHASING AGENT

November 1999 - April 2000 (6 months)

Responsible for the supervision of two buyers and two assistant buyers, overseeing 20 corporate agreements with annual commitments of \$20M. Focused suppliers towards the acceptance of third party leasing.

Confer and correspond with vendors and sales representatives to obtain pricing and product information, services provided, market conditions and trends, company policies and procedures, and invoicing issues.

Assist inbound services in determining needs and instituting sourcing teams as required. Team lead on product standardization and new product development for Informational Technology, Network Engineering, Facilities, and Administrative Services.

Routinely interface with ARC's inbound services regarding product requests and policy development and implementation.

PrimeCo Personal Communications

Contracts Negotiator

1998 - 1999 (2 years)

Education

University of North Texas

Bachelor of Business Administration, Finance · (1991 - 1998)

Northwest High School

· (1990 - 1991)

Washburn Rural High School

· (1987 - 1990)

Contact

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

Top Skills

Purchasing
Inventory Management
Procurement

Languages

English (Native or Bilingual)

Certifications

Court of Master Sommeliers - Level 1
OSHA 10 HR Course

Scott Werneke, MBA

Planning and Inventory Control Manager at Parker Hannifin
Dallas/Fort Worth Area

Summary

Experienced Procurement Specialist with a demonstrated history of working in the machinery industry. Skilled in Catering, Negotiation, Budgeting, Food & Beverage, and Operations Management. Strong purchasing professional with a Master of Business Administration (MBA) focused in Business Administration from University of Central Missouri.

Experience

Parker Hannifin
Planning and Inventory Control Manager
April 2018 - Present
Mineral Wells, Texas

Gardner Denver
8 years 4 months
Procurement Specialist III
October 2013 - Present
Sedalia, Missouri

Procurement Specialist II
March 2011 - October 2013 (2 years 8 months)
Sedalia, Missouri

Capital Hotel
Purchasing Manager
June 2007 - August 2009 (2 years 3 months)
Little Rock, Arkansas

Renaissance Las Vegas Hotel
2 years 8 months
Purchasing Manager
September 2005 - June 2007 (1 year 10 months)
Las Vegas, Nevada

Executive Steward

November 2004 - September 2005 (11 months)

Las Vegas, Nevada

MGM Grand Hotel & Casino Las Vegas

3 years 9 months

Assistant Executive Steward

July 2002 - November 2004 (2 years 5 months)

Las Vegas, Nevada

Assistant Manager Stage Door Diner

March 2001 - July 2002 (1 year 5 months)

Las Vegas, Nevada

Education

University of Central Missouri

Master of Business Administration (MBA), Business
Administration · (2012 - 2013)

University of Missouri-Columbia

BS, Hotel and Restaurant Management · (1997 - 2000)

Contact

www.linkedin.com/in/tina-riviere-17664327 (LinkedIn)

Top Skills

Strategic Sourcing
Supply Management
Purchasing

Tina Riviere

Procurement Services & Compliance Manager at FedEx Office
Dallas/Fort Worth Area

Experience

FedEx Office
Procurement Services & Compliance Manager
June 2002 - Present
Galleria Office

Contact

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

Top Skills

Military
Customer Service
Enterprise Resource Planning (ERP)

Ian Lynch

Experienced Supply Chain Manager
Richardson, Texas

Summary

Military Veteran with a Active Secret Security Clearance and more than 20 years of proven ability to be a corporate steward interacting and collaborating with multiple levels of management and diverse cultural audiences. Consistently achieved exceptional and measurable results while leading teams in a dynamic, fast-paced environment in military capacities. Engaged in all facets of logistics operational planning and execution, risk mitigation and business resiliency assessment. Possess a comprehensive background in Supply Chain Management and Logistics Operations as a result of conducting both in domestic and austere environments. Managed risk upon multiple lines to protect assets, property, and equipment valued over \$300M while meeting the expectations of senior leadership. Recipient of multiple awards for outstanding performance and professionalism in the United States Marine Corps. Career supported by specialized technical military training and the pursuit of a Bachelor of Arts in Supply Chain Management.

Experience

Amazon
Procurement Operations Analyst
August 2018 - Present
Dallas/Fort Worth Area

United States Marine Corps
Supply Chain Manager
April 1998 - Present
Budget Formulation and execution
US Government Property Accountability
Requisition Management

USMC Families
Usmc
April 1998 - Present

Marine Corps Recruiting
Station Manager, Recruiter
March 2013 - March 2016 (3 years 1 month)

Education

Ashford University
Bachelor of Arts (B.A.), Supply Chain Management · (2016 - 2018)

Contact

www.linkedin.com/in/jagmeet-gulati-26142532 (LinkedIn)

Top Skills

Project Management
Financial Analysis
Financial Modeling

Jagmeet Gulati

Sr. Strategic Sourcing Manager at CBRE
Dallas, Texas

Experience

CBRE

Strategic Sourcing Manager
September 2017 - Present
Dallas/Fort Worth Area

CBRE, Inc.

Procurement Analyst
August 2015 - Present
Dallas

CBRE

2 years 9 months

IT- Sourcing Analyst

June 2014 - June 2015 (1 year 1 month)

Financial Analyst

June 2013 - May 2014 (1 year)
Dallas

Intern

October 2012 - May 2013 (8 months)
Dallas/Fort Worth Area

Prime Focus

Corporate Strategy and Business Development - intern
June 2012 - August 2012 (3 months)

- Conducted research study, estimated market size and demand forecast of digital asset management (DAM) for the US and Indian broadcast industry.
- Developed business plans and estimated financial projections for the expansion of business operations on global platform.
- Constructed business cases and revenue models by collaborating with senior executives and business development teams.

Punjabi Cars

Business Development Associate

May 2008 - January 2011 (2 years 9 months)

- Project management
- Expansion of operations
- Team management
- Training for compliance standards
- Project coordination
- Procurement and cost evaluation

Punjabi Cars

Business Analyst

August 2001 - April 2008 (6 years 9 months)

- Credit and risk analysis
- Account management
- Financial analysis and reporting
- Analysis and development of different pricing strategies
- Capital requirements
- ROI for IT investment
- Organizational development and change management
- IT framework design
- Database management
- Business intelligence and reporting

Education

The University of Texas at Dallas

Master's Degree, Information Technology Management · (2014 - 2016)

The University of Texas at Dallas

MBA · (2011 - 2013)

Smt. Indira Gandhi College of Engineering

Bachelors, Computer Science · (1997 - 2001)

Contact

www.linkedin.com/in/denny-clovis-2723b310 (LinkedIn)

Top Skills

Procurement
Lean Manufacturing
Inventory Management

Languages

English

Certifications

CPIM

Denny Clovis

Procurement Consultant at Delek US Holdings, Inc.
Arlington, Texas

Summary

Process improvement and supply chain excellence. Specializing in developing internal audit and compliance processes end to end for procurement. Gap analysis and strategy development for entire supply chain.

Experience

Delek US Holdings, Inc.
Procurement Consultant
January 2019 - Present
Dallas/Fort Worth Area

- # Evaluated supplier management, contract management, and purchasing software.
- # Evaluated supply chain for 7 different entities.
- # Value stream mapping and process mapping for each entity.
- # Gap analysis and road map for next 5 years for procurement department
- # Developed plan for roll out and training across all divisions.
- # Created compliance management plan and KPIs across procurement for all legal entities.
- # Developed procurement methodology for all legal entities
- # Pcard process throughout all legal entities
- # Contracting process review and mapping
- # Created SOP's for entire P2P process with KPIs
- # Accounting review with mapping GL's to commodity codes
- # GL, Profit Center, and Cost Center restructuring
- # AP process review and improvements

Elite Flooring DFW
Director of Sales and Marketing
January 2018 - Present
DFW

Sales and marketing for Elite Flooring DFW. Residential and commercial remodeling and sales of cabinets and flooring materials. Top quality brands for Home Depot pricing. Developed sales plans and goals per quarter.

Managed all online marketing materials and social media sites. Year one sales of over 800K.

Novartis

R2P Manager

July 2013 - Present

First Solar

PROJECT MANAGEMENT/PLANNING-CONTRACTOR

December 2011 - July 2013 (1 year 8 months)

#Aided in coordinating the use of the computerized maintenance management system (Maximo) and assure complete and accurate integration of the system, at each US site.

#Managed vendor relationships and procurement activities with an annual company spend of \$550+ million on outside purchases with vendors for goods and services. Ensure provider has a clear understanding of scope of work to be performed

#Collaborated with business unit end-users to determine requirements for purchased goods and services

#Review proposed contract terms, conditions, and pricing in conjunction with company attorneys to determine any necessary revisions or alterations to ensure compliance with all applicable requirements and regulations

#Negotiated purchase contracts and agreements with vendors for pricing and terms favorable to the Company

#Oversaw the ordering of materials and supplies from vendors

#Researched, interview, and negotiate with suppliers to obtain pricing and specifications

#Reviewed and analyzed monthly spending and confirm authorized providers are being used to provide service

#Sought out opportunities for Green Belt project, coordinated, and put into place a team to run them

#Worked with Scheduling Planning team to coordinate the overall maintenance and technical resource requirements across all sites

#Learned and interpreted relevant data (costs, productivity, demand patterns)

#Investigated problems, find root causes, and developed solutions

#Provided analytical support for projects, new business opportunities, and proposals

Aviall

Sr. Analyst

April 2010 - November 2011 (1 year 8 months)

#Monthly reporting of inventory turns, COGS, and level of service for upper management

#Developed inventory profiles for the entire organization including, E&O, Low Transaction Inventory, and Production.

#Provided senior project managers support in budget formulation and execution

#Responsible for process improvement throughout department and training

#Supporting the core business and management with analysis

#Project management of quarterly and annual projects

#Prepare and execute funding requisitions for the Division

#Interact with internal and external customers to assure that requisitions are properly executed within the Finance Division's established guidelines

#Handle major LeanSigma project portfolios in order to accomplish measurable business process improvements

US Department of Housing and Urban Development

Financial Analyst

April 2009 - April 2010 (1 year 1 month)

#Cog resolution in a timely manner.

#Provided senior project managers support in budget formulation and execution for HUD.

#Advise managers on financial and program metrics

#Prepare and participate in Monthly Program Management Reviews to senior-level management

#Execute and maintain the daily monitoring of cash balances

#Prepare and execute funding requisitions for the Division

#Interact with internal and external customers to assure that requisitions are properly executed within the Finance Division's established guidelines

#Manage and reconcile budget commitments and obligations against the budget baseline and appropriated budgets

#Successfully manage Government spend plan formulation and variance analysis of budget versus actual

#Create and analyze monthly and daily financial reports for the Section Unit Chief and his Direct Reports

#Provide advice to Program Management on resolving budgetary constraints

#Attend meeting with program and financial management teams

#Developed partial payment of claim template for the entire U.S.

Bell Helicopter

Supply Management Specialist

August 2008 - December 2008 (5 months)

Responsible for statistical analysis of manpower, tool capacities, inventory dollars, historical performance, and projected deliveries to align schedule requirements. Conduct trend analysis of supplier performance and working with buyers to develop improvement plans. Maintained major component part number management of all major items through analysis of MRP system audits, transaction history, and lead time analysis. Work closely with buyers, manufacturing, and suppliers to ensure on time support to manufacturing. Worked on cross functional product teams. Worked with suppliers to get them up to date with ITAR classifications.

BeautiControl

Project management/supply chain

January 2005 - January 2007 (2 years 1 month)

#Project manager for new items from conception to launch including packaging, package compatibility, stability, costing, and deciding if product is manufactured or turnkey.

#Maintained trend reports capturing monthly cost savings, missed opportunities and spend at aggregated level.

#Prepared for negotiations by gathering spend data, supplier report card information and quality reports.

#Lean manufacturing processes including value stream mapping Package development, cost strategies, and timelines

#In charge of updating, and writing of all department SOP's.

#Developed vendor Score card, and rating system for Lean Processes.

#In charge of contract manufacturing and all outsourcing projects, costing, contracts, and negotiations.

Precision Industries

Sr. Buyer

January 2004 - January 2005 (1 year 1 month)

Worked directly with Coke to ensure we were meeting all aspects of Coca Cola standards. I worked with Coca Cola to develop a system to track all price changes with vendors and ensure coke approval. Lead team member on reducing the amount of AP issues with vendors down 70%.

#Manager over 1 buyer, and coordinator for department.

#Managed all spread sheets for our department, and interchange with Coca-Cola

#Develop and implement SOP's, spread sheets and tracking for department documentation.

#Financial Team with Coke management to oversee financial transactions.

#All management reports for Precision and Coke.

Beckett Corporation

Sr. Buyer

January 2001 - January 2004 (3 years 1 month)

I was responsible for cost savings through outsourcing of all manufacturing to overseas manufacturing. Responsibilities included: supplier qualification, RFQ preparation, quotation review, leading supplier negotiation meetings, organizing commodity meetings for sourcing decisions and notifying suppliers of their business percent, first article review, and final vendor approval.

Participated in strategic planning and preparations for Quality Review System, Preferred Parts list activity.

Project manager for purchasing department, coordinated with engineering, sales, and review board.

Supply Chain management, review board recommendations.

Lead and participated in Global and local commodity team meetings and supplier business reviews.

Sourced domestic and international suppliers for cost savings

Outsourcing, make to buy. Achieved over 20% cost savings for 2003.

Received department recognition award for greatest overall cost savings.

Developed policies regarding NAFTA Agreement for vendors concerning harmonized codes

Northrop Grumman

Buyer

1997 - 1999 (3 years)

-Responsible for identifying and tracking cost savings/avoidance for order management teams. Supported Materiel processes for D1-9000/ISO quality certifications and corrective actions with suppliers and technical personnel.

Coordinated with suppliers and technical support personnel to identify methods to reduce cost and achieve best overall value. Assisted in monitoring the overall health and quality system compliance of the supplier base through continuing analysis. Quality system compliance of the supplier base through continuing analysis.

Education

Dallas Baptist University

BA, Accounting · (2006 - 2009)

The University of Texas at Arlington - College of Business
Administration

Bachelors of Arts, Accounting · (2004 - 2006)

Contact

www.linkedin.com/in/trent-wood-76993346 (LinkedIn)

Top Skills

Energy
Procurement
Oil/Gas

Trent Wood

Area Operations Manager at SPN Well Services-a Superior Energy Services Company
Denton, Texas

Experience

SPN Well Services-a Superior Energy Services Company
Area Operations Manager
July 2018 - Present
NTX,O,WY,ND

Superior Energy Services-SPN Well Svcs Div.-Mercer/Stride Well Servicing
Sales-North America
June 2017 - Present
Gainesville TX

Superior Energy Services- Well Services Division-Mercer Well Service/Stride Well Service
QA/QC- Procurement/Logistics/Liaison
2010 - Present
Gainesville, TX
Logistics

Haigood & Campbell
GM
2005 - 2010 (6 years)
Aledo, TX

Education

Midwestern State University
Bachelor of Business Administration (BBA), International Economics · (1982 - 1988)

Contact

www.linkedin.com/in/breeann-mcgeehan-68200839 (LinkedIn)

Top Skills

Manufacturing

Continuous Improvement

Cross-functional Team Leadership

Certifications

Six Sigma Green Belt Certified

Breeann McGeehan

Category Purchasing Manager - North America Regional and Indirect at Caterpillar Inc.

Dallas/Fort Worth Area

Experience

Caterpillar Inc.

Category Purchasing Manager - North America Regional and Indirect
October 2017 - Present

Seguin, Texas

Caterpillar Inc.

13 years 1 month

Site Procurement Manager - Indirect Procurement

January 2016 - Present

Seguin, Texas

Site Buyer - Indirect Procurement

February 2012 - January 2016 (4 years)

East Peoria

Led collaboration efforts between the Global Procurement Organization and East Peoria Material Handling Business Unit.

Category Buyer

April 2009 - January 2012 (2 years 10 months)

Mossville, IL

Managed \$50-60 million of spend with 100+ global hose suppliers.

Developed and implemented a worldwide strategic sourcing strategy for hose and hose assemblies at worldwide Caterpillar facilities.

Managed core suppliers through use of QCLDM (Quality, Cost, Logistics, Development, Management) tools.

Manufacturing Professional - Process Quality Engineer

June 2008 - March 2009 (10 months)

Attended and assisted in plant quality assessments by providing feedback on the facilities use of In Process Validation methods and Quality Gates.

Green Belt Participant in a Rapid Improvement Workshop (RIW) at the Franklin, IN engine remanufacturing facility - Assisted with updating standard work sheets and balancing work loads among employees.

Manufacturing Professional - Operations Supervisor

June 2007 - May 2008 (1 year)

Aurora, IL

Managed the 2nd shift assembly and machining operations in the Powertrain organization. Completed performance reviews and held performance discussions with 19 direct reports.

Manufacturing Professional - Orders and Scheduling, Application Support Specialist

June 2006 - May 2007 (1 year)

Managed data and generated reports to monitor engine production rates and monitor demand of Model Year 2007 Truck engine new product. Served as a Six Sigma green belt on a project to install RFID technology on the shop floor.

Education

Bradley University

Master of Business Administration (M.B.A.), Business Administration and Management, General · (2012 - 2014)

Iowa State University

BS, Industrial Engineering · (2001 - 2006)

Contact

www.linkedin.com/in/jennifer-downs-b723795 (LinkedIn)

Top Skills

Supply Chain Management
Supply Chain
Management

Jennifer Downs

Sourcing Manager at Charles Schwab
Dallas/Fort Worth Area

Experience

Charles Schwab
Sourcing Manager
May 2019 - Present
Westlake, TX

Geometric Results, Inc.
Services Procurement Executive
October 2018 - Present
Dallas/Fort Worth Area

Providing strategic management of Services Procurement SOWs for our diverse set of clients.

Geometric Results, Inc.
Client Services Executive
April 2017 - Present
Dallas/Fort Worth Area

Schlumberger
Global Sub-Category Manager
May 2008 - September 2016 (8 years 5 months)
Houston, Texas

Managed Human Resources sub-category with upwards of \$900M spend globally. Responsible for corporate global staffing program; including in-country strategies, cost savings initiatives, Vendor Management Systems and Managed Service Provider selection, implementation and management. Developed Category plans in line with global Corporate objectives for indirect categories utilizing data analytics.

Project Manager for the implementation of an enterprise wide Supply Chain Finance program, which required close collaboration with IT, Finance and Supply Chain

Schlumberger
6 years 4 months

North American Category Manager for Shared Services

July 2013 - August 2014 (1 year 2 months)

Sugarland, Texas

Supervised a team of five supplier managers across IT, Facilities, Environmental Remediation, Travel and Human Resources, total spend \$1.2B annually. Regularly reviewed spend analytics to highlight opportunities to increase service quality and/or reduce cost for internal business units. Perform regular market analysis and supplier risk assessments in order to identify any potential changes which may impact the organization in the short or long term and provide recommendations to internal stakeholders. Set and managed performance objectives for suppliers which included cost reduction initiatives, quality improvement and service consistency as well as supplier audits every two year.

Strategic Sourcing Manager

January 2011 - 2013 (3 years)

Sugarland, Texas

Developed and executed various RFP's in order to leverage spend across many suppliers and drive cost savings as well as comprehensive contracts, and KPI's consistent across all providers. Oversaw the implementation of suppliers once the bid process was closed and award provided. Led quarterly management reviews against supplier scorecards which included key performance indicators, strategic supplier positioning evaluation, as well as process and program improvement initiatives. Supplier negotiations in accordance with sourcing strategy which included a 25% reduction in total supplier count year on year. Expanded the North American staffing program to include Canada as well as all skill sets, talent under management growth exceeded 200% from 2011 to 2014.

Received the Schlumberger Supply Chain Procurement & Sourcing award for Collaboration (2011)

US Import Coordinator/Manager

May 2008 - December 2010 (2 years 8 months)

Sugarland, Texas

Various duties as an import coordinator and eventual promotion to Import Manager in March of 2009.

Investor Lending Services

Director of Operations

October 2005 - May 2008 (2 years 8 months)

Hydra Management
Vice President Operations
1992 - 2004 (13 years)

Education

University of Houston-Downtown
Bachelor of Arts, General Studies · (1990 - 1992)

Texas A&M University
· (1987 - 1990)

Alief

Contact

www.linkedin.com/in/peter-steuer-1b33944 (LinkedIn)

Top Skills

Procurement
Contract Negotiation
Supply Management

Peter Steuer

Manager at Toyota
Prosper, Texas

Summary

Team focused high performing purchasing professional with diverse procurement background. Thirteen plus years automotive OEM purchasing experience in direct and indirect functions. Five plus years of team management responsibility.

Experience

Toyota North America
Logistics Projects Manager
November 2018 - Present
Plano, Texas

Toyota North America
14 years 6 months
Procurement Manager - Logistics & Warehousing
July 2016 - Present
Plano, Texas

Assistant Manager
January 2014 - July 2016 (2 years 7 months)
Responsible for Body Structures procurement for Toyota North America vehicles

Assistant Manager
February 2011 - January 2014 (3 years)
Purchasing Assistant Manager -Construction, Machinery & Equipment
Responsible for Final Assembly, Bodyweld, Paint, Plastics, Stamping, Powertrain, Casting, Construction, Cutting Tools, & Energy

Purchasing Specialist
January 2009 - February 2011 (2 years 2 months)
Now responsible for purchasing of all North American Final Assembly & Paint shops.

Purchasing Specialist

January 2005 - January 2009 (4 years 1 month)

Responsible for the purchasing of Equipment and Installation services for the North American Manufacturing Facilities. Primary focus in Bodyweld & Stamping.

Ingersoll Rand

Purchasing

June 2001 - January 2005 (3 years 8 months)

Part of the leadership Development program. Worked at various sites:

Blaw-Knox Division - Mattoon, IL

- Purchasing Specialist - China and India sourcing

Productivity Solutions - White House, TN

- Logistics Specialist - North American Distribution Center

Steelcraft - Cincinnati, OH

- Commodity Manager - Indirect and Non- Steel Direct purchasing

Education

University of Cincinnati Carl H. Lindner College of Business

Bachelors, Operations Management, International Business, Product Information & Supply Management · (1996 - 2001)

Contact

www.linkedin.com/in/annietitus
(LinkedIn)
[Imco.com](https://www.imco.com) (Company)

Top Skills

Account Management
[Salesforce.com](https://www.salesforce.com)
Microsoft Excel

Languages

English
Cantonese (Native or Bilingual)

Honors-Awards

Construction Risk and Insurance
Specialist
High Impact Presentations

Annie Titus

Supplier Risk and Performance Analysis Team Lead at Lockheed
Martin
Dallas/Fort Worth Area

Summary

Currently working in the F-35 program at Lockheed Martin
Aeronautics in Fort Worth, TX as the team lead for Supplier Risk and
Performance Analysis team within Supply Chain Management.

I lead the development of subcontract RIO management strategies,
tools, and integration methodologies with the intent to improve
supplier performance. I'm responsible for risk integration activities to
input, track, and update risks in our Active Risk Manager software.
I aid in the development and implementation of short and long term
plans to aligned with the Supply Chain group's objectives. My end
objective is to improve overall supplier performance in the areas of
quality, delivery and financial risk with an emphasis on automation
and streamlining.

Experience

Lockheed Martin
Supplier Risk and Performance Analysis Team Lead
June 2018 - Present
Dallas/Fort Worth Area

Lockheed Martin
Supply Chain Management
July 2016 - Present
Fort Worth, TX

ISNetworld
10 years 6 months
Procurement - Account Manager
2013 - Present
Dallas, TX

Provide expertise and account management service to current and prospective
clients on insurance procurement needs, including but not limited to US/CAN

insurance coverage and Workers Compensation (Experienced Modifier Rating and CAN provincial board requirements).

Compliance/Projects Team - Account Manager

2012 - 2013 (2 years)

Led projects to improve functionality, compliance, and drive further use of products while insuring client and government satisfaction

Client Development - Senior Associate

2010 - 2012 (3 years)

Dallas, TX

Liaison between ISNetwork and Petrochemical/Midstream companies/subsidiaries. Assisted with new and current client implementations.

- Ensured proper system use and tracked contractor management needs in areas of health and safety insurance, supplier diversity, and sustainability/social responsibility
- Prospected new business development in the midstream industries globally working closely with Salesforce and sales team, providing prospective leads each week
- Led implementations of subsidiary sites to current clients

Contractor Operation Team - Associate

2009 - 2010 (2 years)

Dallas, TX

Familiarized client contractors with system functionality

- Assisted with data analysis projects producing leading indicators and outliers for high call volume. Analysis led to improved cross training methods and creation of subject matter expert role for specific products

Key Equipment Finance

Portfolio Management Intern

2008 - 2009 (2 years)

Superior, Colorado

Accounts payable & receivables

Created performance metrics to assist with lowering percentages of charge-offs/neglected client account

Analyze financial statements and systematically spreading financial data using Moody's Financial Analyst (MFA)

Evaluated and chart control annual/quarterly financial reports

UBS Investment Bank

Personal Finance Intern

2006 - 2007 (2 years)

Boulder, Colorado

Created business portfolio for existing cliental

Analyzed company/personal financial statements, assess default risk & trends

Bresnan Communications

Communications Intern

2005 - 2006 (2 years)

Processing accounts payable & receivables

Assisted with financial spreadsheets and data inputting

Education

University of Colorado at Boulder

Bachelor of Business Administration, Finance · (2005 - 2009)

Central High School

High School Diploma · (2001 - 2005)

Contact

www.linkedin.com/in/gayle-everitt-25b8b59 (LinkedIn)

Top Skills

Petroleum

Procurement

Gas

Gayle Everitt

Retired from Chevron

Dallas/Fort Worth Area

Experience

Chevron

PRC Site SCM Manager - TCO FGP/WPMP

January 2014 - Present

Tengiz, Kazakhstan

Chevron

Contracting and Procurement Services Manager

January 2013 - Present

Chevron

14 years 1 month

Continuous Improvement Advisor

September 2011 - Present

Group Category Manager - Equipment

June 2005 - September 2011 (6 years 4 months)

KBR

CSE

1988 - 2005 (18 years)

MW Kellogg

Senior Control Systems Lead

1988 - 2000 (13 years)

ConocoPhillips

Operations and Engineering

January 1976 - January 1988 (12 years 1 month)

Education

Oklahoma State University

BS · (1972 - 1976)

Contact

www.linkedin.com/in/karen-skinner-mba-1995ba14 (LinkedIn)

Top Skills

Sales

Team Building

Sales Management

Karen Skinner, MBA

Procurement Manager and Contracting Officer at Army & Air Force Exchange Service

Dallas/Fort Worth Area

Summary

Contracting Officer for 15 years, Currently a Procurement Manager and have held this position from 2008 to present. Experience in Personal Services, Logistics, Marketing, Business Development and eCommerce contracting. Began a Mentoring Program for the Procurement Directorate which is still very active today.

Volunteer Leader at Concord Church for New Members (Catch the Vision), Growth Group Leader and have served in various Ministries in various positions.

Experience

Army & Air Force Exchange Service

Procurement Manager and Contracting Officer

The Exchange

Procurement Manager

2008 - Present

Dallas, TX

Leading a Team of Contracting Officers and contracting for Personal Services, Logistics, Marketing, Business Development, Financial Accounting and eCommerce.

Army & Air Force Exchange Service

Contracting Officer

2001 - Present

Dallas, TX

Contracted Personal Services (Barber, Beauty, Optical, Flower, Optometry, Multi-location Contracts, Laundry/Dry Cleaning and Alteration Shops). Also a variety of Commodity Shops. Experience in Logistics contracting, Marketing and eCommerce.

Education

Northwood University - DeVos Graduate School

Master of Business Administration (M.B.A.), Business Administration and Management, General · (2012 - 2014)

Contact

www.linkedin.com/in/kevin-comeans-75867345 (LinkedIn)

Top Skills

Lean Manufacturing

Manufacturing

Supply Chain Management

Kevin Comeans

Procurement and Logistics Manager at Ace World Companies
Dallas/Fort Worth Area

Experience

Ace World Companies

Procurement and Logistics Manager

April 2006 - Present

Fort Worth Location

Contact

www.linkedin.com/in/missy-bailey-26053532 (LinkedIn)

Top Skills

Purchasing

Retail

Inventory Control

Missy Bailey

Supervisor-Procurement Manager, Internet Manager at McShan Florist

Dallas/Fort Worth Area

Experience

McShan Florist

Internet Manager

January 2007 - Present

Dallas/Fort Worth Area

McShan Florist

Supervisor-Procurement Manager

February 1993 - Present

Contact

www.linkedin.com/in/mitchell-burnett-6347753 (LinkedIn)
www.shopmyexchange.com
(Company)

Top Skills

Program Management
Procurement
Government Contracting

Mitchell Burnett

Associate Director, Corporate Procurement at The Exchange
Fort Worth, Texas

Experience

The Exchange
Senior Manager, Category Mgmt
February 2019 - Present
Dallas TX

The Exchange
Associate Director, Corporate Procurement
April 2007 - Present
Dallas

Acuity Consulting, Inc.
Senior Manager
July 2002 - March 2007 (4 years 9 months)

Booz Allen Hamilton
Senior Associate
June 2000 - July 2002 (2 years 2 months)

White House Communications Agency
Acquisition Manager
October 1997 - June 2000 (2 years 9 months)

United States Air Force
6 years 6 months
Contracting Officer
October 1994 - October 1997 (3 years 1 month)

Inflight Refueling Specialist
May 1991 - October 1994 (3 years 6 months)

Education

National Louis University
Bachelor's degree, Management

Texas A&M Commerce
Master of Business Administration (M.B.A.)

Contact

www.linkedin.com/in/steve-mitsubishi-b0b67613 (LinkedIn)

Top Skills

Vendor Management

Sla

Outsourcing

Steve Mitsubishi

Retired - January 1, 2019

Fort Worth, Texas

Experience

CSC

Principal - Financial Services Supply Chain Management

September 2013 - Present

Fort Worth, Texas

CSC

Procurement Operations Manager

2000 - Present

CSC

Procurement Manager

2000 - Present

Computer Sciences Corporation

Procurement Operations Manager

June 2000 - August 2013 (13 years 3 months)

CSC

Procurement Manager

June 2000 - August 2013 (13 years 3 months)

Education

Le Moyne College

Master of Business Administration (MBA), Business Administration and Management, General · (1993 - 1996)

Contact

www.linkedin.com/in/paul-im-931b424a (LinkedIn)

Top Skills

Sales Process
Product Marketing
New Business Development

Languages

Korean (Limited Working)
English (Native or Bilingual)
Spanish (Limited Working)

Honors-Awards

AMN Ethics Champion - 2016

Paul Im

Strategic Sourcing Manager at CBRE
Irving, Texas

Summary

As a graduate of the University of Texas at Dallas with a background in finance, accounting and marketing, I bring the passion and skillset necessary to thrive in a business environment. I aspire to be a strategic contributor and to bring measurably better outcomes for my clients, my partners, and my organization.

With my experience in sales and finance, I am a practiced business liaison and a valuable asset. These strengths, combined with deep and varied experience as a financial analyst for AMN Healthcare and Amtel, prepare me for business scenarios where results truly matter. My combination of education, experience, and expertise at presenting and speaking in front of audiences makes me a valuable asset.

I am very open-minded and passionate about bringing results in an individual or team environment.

Experience

CBRE

Strategic Sourcing Manager

April 2019 - Present

Dallas/Fort Worth Area

- Responsible for developing, planning, organizing, and implementing national contracting and procurement strategies and programs to increase operational efficiency and profitability
- Partnered with internal stakeholders to coordinate complex global sourcing processes and practices
- Responsible for developing standardized systems and controls for procurement including RFP documentation, work authorization, purchase and change order systems, and supplier/contractor eligibility criteria

- Analyzed spend data from various internal and external data sources to develop new opportunities for supply chain initiatives
- Responsible for becoming subject matter expert on Zycus procurement systems - iAnalyze, iContract, iSource
- Established requirements for and to ensure the integrity of centralized procurement database systems

CBRE

Procurement Analyst

March 2018 - Present

Dallas/Fort Worth Area

- Responsible for performing market analysis, benchmark analysis, and spend analysis for focused digital & technology categories
- Created and implemented specialized reports linking data from multiple ERP systems to support account, client, and global sourcing requirements
- Maintained data integrity of databases and made changes as required to enhance accuracy, usefulness, and access
- Responsible for collecting and rationalizing data from multiple internal & external sources and developing robust sourcing aligned analysis practices
- Partnered with international corporate peers (APAC, EMEA, LATAM) to aggregate and contextualize data points to support global sourcing initiatives
- Responsible for savings tracking and reporting realized savings on a continuous basis
- Responsible for developing and processing RFP, RFQ, and RFI events for sourcing projects

AMN Healthcare

Financial Analyst

May 2014 - March 2018 (3 years 11 months)

Irving, Texas

- Responsible for creating, developing, and maintaining sales reporting for historical and future ad hoc analysis
- Analyzed sales reporting and partnered with sales VPs to increase revenue and maximize production efficiency
- Responsible for creating financial reporting for executive staff and the board of directors
- Created Hyperion-based sales tool for production staff that automatically searches for optimal sales to client marriages; linked with Hyperion & Avature
- Responsible for providing timely financial reporting and analysis for production floor of over 200 sales members
- Analyzed, identified, and solved issues related to efficiency in executive reporting, providing more effective production tracking solutions for the leadership team
- Partnered with Director of Finance & other executive leadership to develop a strategy plan to streamline the sales process in order to maximize profitability

Amtel LLC

Bonus & Commissions Specialist

September 2012 - May 2014 (1 year 9 months)

Irving, Texas

- Responsible for calculating monthly bonuses & commission payout for over 450 sales representatives and managers
- Acted as a business liaison and maintained business relationships with companies such as HTC, Samsung, and T-Mobile
- Responsible for creating, developing, and maintaining cloud-based sales reporting system to streamline financial report creation process
- Analyzed financial statements and partnered with CFO and COO to increase sales and manage profitability
- Responsible for month over month sales reporting and transaction audits for 65 store locations across 4 states

- Consistently reduced operating costs by \$10,000 per month by reducing fraud and streamlining sales reporting process
- Responsible for creating, developing, and maintaining employee turnover reporting and financial statements for historical analysis and future decision making
- Partnered with Director of Human Resources to develop a strategic plan to reduce employee turnover by ~25% in 1 year

Kinetik Nation, LLC

Sales & Financial Analyst

January 2012 - September 2012 (9 months)

Dallas, TX

- Consulted the Owner/President to increase sales and generate operating capital
- Assisted in business-to-business negotiations to maintain SG&A expenses and a strong profit margin
- Handled financial analysis with the Owner/President to forecast event ticket sales & revenue

Amtel LLC

Retail Sales Representative

April 2011 - September 2012 (1 year 6 months)

Montfort & James Temple Rd.

- Consistently exceeded sales quotas of \$9,000/month by 25% or more
- Responsible for customer acquisition, retention and customer service
- Analyzed financial statements and partnered with District Sales Manager to increase sales and manage profitability
- Achieved and maintained the ranking of top sales representative in the company after only the first month of employment

Compulsive Paintball

Sales & Marketing Representative

June 2006 - July 2008 (2 years 2 months)

Mckeesport, PA

- Responsible for generating sales of \$6,000/month
- Played integral role in expanding customer base through use of technology and online marketing
- Responsible for increasing the web presence of Compulsive Paintball, LLC via social media marketing tools

Education

The University of Texas at Dallas

Bachelor's Degree, Finance · (2008 - 2012)

Coppell High School

High School Diploma, General Studies · (2004 - 2008)