

## Contact

[www.linkedin.com/in/james-campbell-a930a850](https://www.linkedin.com/in/james-campbell-a930a850) (LinkedIn)

## Top Skills

Onshore

Oil/Gas

Supply Chain

# James Campbell

Purchasing Manager at InterConnect Wiring  
Fort Worth, Texas

## Summary

Supply Chain professional with distribution, ERP, and consumer brand experience holding supply chain, purchasing, sales and logistics management skills.

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## Experience

InterConnect Wiring  
Purchasing Manager  
March 2019 - Present

Black Mountain Sand  
Procurement Specialist - Process Control  
February 2018 - Present

Lhoist  
Procurement Specialist  
March 2015 - February 2018 (3 years)

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## Education

Sam Houston State University

## Contact

[www.linkedin.com/in/tracy-weinman-b570272](http://www.linkedin.com/in/tracy-weinman-b570272) (LinkedIn)

## Top Skills

Airlines

Vendor

Airports

# Tracy Weinman

Manager, Procurement & Supply Chain - Marketing Purchases at  
American Airlines  
Dallas/Fort Worth Area

## Summary

Supply Chain Management and Finance Professional skilled at strategic sourcing and negotiations, managing and motivating teams, and delivering operational objectives and financial results.

Specialties include supply chain management, negotiations, financial planning and analysis, business process improvement, stakeholder relationship building, and strategic planning

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## Experience

### American Airlines

15 years

Manager, Procurement & Supply Chain - Marketing Purchases  
August 2011 - Present

- \*Leads team of 10 supply chain professionals and support staff in the development and implementation of American's \$550M worldwide sourcing and supplier network capability strategies for food and beverages
- \*Leads team in working with Onboard Products and Services to develop and implement new food and beverage offerings based on industry trends and market research

### Manager, Purchasing - Field Services

December 2010 - September 2011 (10 months)

- Lead team of 10 supply chain professionals and support staff.
- Responsible for leading team in strategic sourcing and contract negotiations for over \$400M in field services spend including wheelchairs, janitorial, skycaps, cabin cleaning, and other services.

### Manager, Contract Fuel Services

October 2006 - December 2010 (4 years 3 months)

- Managed over 78% of American's into-plane fuel services \$66M budget, including hub cities of DFW, JFK, LAX, MIA, ORD.

- Negotiated a new facility lease with the City of San Jose to build, operate, and manage a new \$27M jet fuel facility
- Managed 2 major construction projects, one being a new \$27M facility project, the other being a \$17M active fuel hydrant replacement project, including the bond refinancing (\$107M) and independent financing processes (\$27M).
- Developed should-cost model for into-plane fuel services for use in supplier negotiations
- Lead various fuel consortia as chairperson to the committee, identifying and selling new ideas to other airline colleagues and airport authorities. Managed the suppliers that operate fuel tank farms at various locations.

#### Sr. Commodity Manager

July 2004 - September 2006 (2 years 3 months)

- Managed majority of American's \$12M non-consortia into-plane fuel contracts, including supplier performance metrics.
- Bid 65% (\$14.2M) of American and Eagle's non-consortia into-plane fuel contracts. Achieved 5% savings, \$2.1M over 3 yrs
- Strategic, budgetary, and contractual responsibilities for approx. 35% (\$20M) of AA's domestic/Canadian into-plane fuel expense, including consortia. Responsibilities also included working with internal customers and airport managers to explain how fuel facility consortia operate and the benefits of such.

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## Education

#### Arizona State University

Master's degree, Health Services Administration · (2002 - 2004)

#### Arizona State University, W. P. Carey School of Business

Master of Business Administration (MBA), Logistics, Materials, and Supply Chain Management · (2002 - 2004)

#### University of Illinois at Urbana-Champaign

Bachelor of Science, Finance · (1989 - 1993)

## Contact

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

## Top Skills

Facilities Management  
Supplier Diversity  
Human Capital

## Certifications

Certified Professional In Supply  
Management

# Trey Wright, CPSM

Experienced procurement leader that discovers and deploys enterprise supplier programs to meet corporate objectives.  
Fort Worth, Texas

## Summary

Trusted procurement business partner that discovers and deploys innovative supplier programs that create value for my stakeholders and competitive advantage for my corporation.

Engaging, versatile, customer-focused relationship builder who leads multi-national teams to common objectives, operationally manages up and down, and resolves conflict. Exceptional supplier relations and performance management skills.

Productive global Program Manager and Project Manager. Noted for ability to drive complex, high-profile corporate initiatives, build collaboration among diverse stakeholders, overcome obstacles, and persevere in achievement of ambitious goals.

Specialties: HR Services, Facility Services & Supply, CapEx, Supplier Diversity

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## Experience

### Alcon

Executive Director, Procurement Global Business Services  
January 2019 - Present  
Dallas/Fort Worth Area

It is my pleasure to lead a team of talented procurement professionals in the IT, HR, Fleet, and Travel Management categories. A key focus will be to develop and strengthen partnerships with the business and our external partners. Together we will meet and overcome any challenges and play a pivotal role in creating the New Alcon.

### Novartis

6 years 9 months  
Global Category Manager - Talent Acquisition & Staffing  
April 2015 - Present

Appointed to Global Category Manager (GCM), Talent Acquisition and Staffing, to partner with the Novartis Talent Acquisition & Staffing Leadership Team as they work to build out their new Global Infrastructure & Operating Model. Drive transformational supplier programs with the goal of delivering world class talent in a cost effective way to provide best-in-class solutions and a competitive advantage for Novartis.

#### Global Category Manager - HR Services

October 2012 - March 2015 (2 years 6 months)

Fort Worth, TX

Provide global category leadership for HR Services , including resourcing, benefits, and training. Set global strategy in alignment with cross-divisional strategy. Deliver against productivity targets, drive process improvement and compliance, and manage supplier performance.

#### Alcon Laboratories, Inc.

7 years 10 months

#### Global Category Leader: Facilities & Contingent Labor

February 2011 - October 2012 (1 year 9 months)

Ft. Worth, TX

Control global spend of \$55MM for contingent labor requirements and national facilities management spend of \$48MM. Developed business case and successfully implemented integrated facilities management program across Alcon US sites. Initiated and implemented a managed service program for Alcon US contingent suppliers and workforce. Both programs have driven transparency into Alcon's expenses and served as a foundation for further improvements.

#### Manager, Global Purchasing Contracts & Compliance

April 2010 - July 2011 (1 year 4 months)

Strategic sourcing responsibility for Global IT and campus facilities, including market bids, negotiation, and contract development services to achieve both cost and service objectives.

Lead a team responsible for providing contract and compliance services related to Global Purchasing activity.

#### Sr. Purchasing Agent & Supplier Diversity Coordinator

February 2009 - April 2010 (1 year 3 months)

Contract development and manage supplier relationships for spend totaling approximately \$350 million for key customer groups including information

technology, manufacturing, and corporate facilities. Manage Alcons multi-million supplier diversity program, including serving as the Small Business Liaison.

#### Sr. Purchasing Agent

March 2008 - February 2009 (1 year)

Contract development and manage supplier relationships for spend totaling approximately \$250 million for key customer groups including information technology, manufacturing, and corporate facilities.

#### Project / Vendor Manager

January 2005 - February 2008 (3 years 2 months)

Vendor Manager for wide area network and outsourced service desk.

Design and implementation of Incident and Problem Management process families.

#### Tecnol

PC Specialist

1992 - 1995 (4 years)

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## Education

#### Texas A&M University

Bachelor of Business Administration (B.B.A.), Business

Analysis · (1987 - 1992)

#### The University of Texas at Arlington - College of Business Administration

Master of Business Administration (M.B.A.), General Studies · (1999 - 2001)

## Contact

[www.linkedin.com/in/penny-mcmullen-073a6b2](http://www.linkedin.com/in/penny-mcmullen-073a6b2) (LinkedIn)

## Top Skills

Process Improvement  
Purchasing  
Project Management

# Penny McMullen

Procurement Manager, TX DIR Customer Business Unit, at Atos  
North America Operations  
Irving, Texas

## Summary

Professional Experience - Procurement / Supply Chain Management / Sourcing / Purchasing.

Specialties: Purchasing, Project Management

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## Experience

### Atos

Procurement Manager, TX DIR Customer Business Unit  
January 2017 - Present  
Irving, TX

Manage a support team of specialists to ensure Service Level Agreements (SLAs) are met, all procurement of new products/renewals are on track as well as engage directly in meetings with the customer.

### Atos

Director, Software Pricing and Decision Support  
November 2008 - Present  
Dallas, TX

Lead a team of Decision Support Software Pricing Analysts supporting solution designers in pursuit of new business logos, existing clients upgrade/downgrades, and one off pricing requests ensuring the most competitive solution.

### UT Southwestern Medical Center at Dallas

Purchasing Buyer  
February 2008 - November 2008 (10 months)

Purchasing Buyer for Drugs, Radioactive Material, Controlled Substances, Office Furniture, Office Supplies, Antibodies

### Palm, Inc and Grassroots

Office Manager  
January 2007 - January 2008 (1 year 1 month)

Responsible for Office Manager duties which included Landscape Bids, Quotes, Phones, Payroll, Accounts Payable, Accounts Receivable, Payroll and Sales Tax

### Electronic Data Systems

Hardware Asset Manager / Senior Business Service Analyst / Buyer  
May 1980 - September 2006 (26 years 5 months)

Hardware Asset Manager involved in the Supply Chain process, Strategic Sourcing, Procurement, Vendor and Customer Relationships

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## Education

Texas State University-San Marcos



## Contact

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

## Top Skills

Telecommunications  
Ethernet  
Telecommunications Engineering

## Certifications

ETA-CFOI Certified Fiber Optics  
Installer  
Implementing Winning Strategies  
MEF-CECP Carrier Ethernet  
Certified Professional

## Honors-Awards

2013 Achiever's Cup MVP

# Scott Altemara

Director - Mobile Backhaul Procurement at T-Mobile  
Dallas/Fort Worth Area

## Summary

Strategic Sourcing and Procurement: Mobile Fronthaul & Backhaul (Lit/Dark Fiber, TDM, Satellite Communication, Microwave) for macro, pico, small cell, and DAS applications

Technologies: MPLS, VoIP/SIP, MetroE services, HFC, C/DWDM, Ethernet, IP, TDM, ISDN BRI PRI, SONET, GSM, SS7, Cloud services, HTML, CSS

Engineering: Equipment Design, Transport/Circuit Design, Network Design and Integration, Wireless Network Architecture, Sales Engineering

Software: Granite Xng, Macro Express, Ariba, LERG, Lattis Pro, Salesforce

Hardware: Juniper MX Routers, Juniper EX and Cisco ME3400 Switches, ADVA FSP3000, ADVA 150CC-825 switch, Nortel DMS/HLR, Nokia RNC/MSC/BSC/BTS/TCSM, Tellabs Titan 5500 DACS, Spatial Call Server/MGW

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## Experience

### T-Mobile

Director - Technology Procurement  
August 2018 - Present

National cell tower backhaul and small cell fronthaul procurement. Lead a national team of Sourcing Managers that contribute focused expertise and drive a culture of spending discipline for strategic vendors/categories via the employment of efficient, effective, and best in class strategic sourcing, contract management, negotiation, and supplier management practices.

Lead, coordinate, and execute all efforts to survey, audit, assess, and qualify new suppliers through financial studies, technical reviews, and Master Service

Agreement negotiations. Perform risk analysis of supplier and supply chain and develop risk mitigation and business continuity plans. Demonstrate experience developing and implementing business strategy; extensive business case writing, strong background in market intelligence research, and being proficient in negotiation strategy and tactics. Extensive experience managing Business Requirements, Project Plans, Project Schedules and associated project materials large size company.

Contract strategy and execution. Lead the business negotiation process with internal partners and suppliers up to and including contract execution. Develop negotiation approach, fallback positions, acceptable terms and conditions through to contract closure. Partner with the internal stakeholders to ensure best in class pricing is secured for core transport including Cell Tower BackHaul (CTBH). Drive continual improvement of cost productivity.

Identify key benchmark suppliers in RFx efforts. Partner with internal stakeholders to identify evaluation criterion and provide relevant data back to internal team. Lead and manage supplier interface for all LOI, RFI, RFP and RFQ services. Evaluate and drive closure of a sourcing and purchase decision.

Outstanding written and verbal communication skills, able to clearly and concisely communicate information at multiple levels, adapting easily to change. Capable of effective executive management presentations / communications.

## T-Mobile

Sr. Manager - Technology Procurement

August 2015 - Present

Frisco TX

## Time Warner Cable

Sales Engineer / Sr. Network Engineer

April 2011 - May 2015 (4 years 2 months)

Coppell, TX

Sales Engineer:

Responsible for supporting sales teams by providing technical consulting and requirements gathering during the sales process. Assist sales teams in gaining revenue by providing knowledge of Time Warner Cable cloud solutions, network, Internet, Ethernet, and Telecommunications technologies

to customers and staff. Work with sales teams in preparation of presentations and proposal delivery. Recommend a solution based on customer needs and assists with design as needed. Facilitate technical discussions with prospective customers and looks for additional revenue opportunities. Write and present RFPs, technical proposals and designs to customers.

#### MEF-CECP

Metro Ethernet Forum - Carrier Ethernet Certified Professional

#### 2013 Achiever's Cup MVP Winner

Time Warner Cable's Achiever's Cup program nationally recognizes the "Best of the Best" for their yearly contributions to new business revenue and top performing sales at Time Warner Cable Business Class. MVP candidates are nominated and recognized for outstanding contributions and technological leadership that support the sales organization.

#### Sr. Network Engineer:

Design, deploy, manage, and ensure stability of the local/wide area network infrastructure technologies to provide high availability, fault tolerance, and scalability to effectively and efficiently support mission critical business systems. LAN/WAN technologies, routing and switching platforms, troubleshooting critical issues, and coordination of implementation.

Granite Xng SME. Appointed to National Design Committee tasked with the development of circuit design standards, implementation, and enforcement. Develop equipment and circuit standards in corporate Granite Xng database. Develop innovative solutions and maintain network monitoring and system performance tools, techniques, policies and procedures.

#### T-Mobile

8 years 3 months

#### Sr. Systems Design Engineer / Sr. Transport Engineer

September 2007 - April 2011 (3 years 8 months)

Frisco, TX

#### Sr. Systems Design Engineer:

Develop and support overall design, utilization, and forecasting of nodal architecture. Author and publish technical documentation to support hardware and software releases through clearly articulated documents. Feasibility analysis of new technologies, products, features, and services to support network growth. Support Lab and FOA validation of new services/platforms to

ensure a successful general availability rollout. Lead development of technical migration plans, acceptance test criteria, and development of test / trial plans for new equipment placement. Provide support for complex issues to other technical team members during implementation and overall operation.

Sr. Transport Engineer:

Backhaul Design, Implementation, Capacity Planning, and System/Vendor Performance. Physical and logical capacity planning and management to support network expansion with project growth forecast and order commitments. Oversight of various analyses such as business cases, transport Cost of Service, carrier performance, and bandwidth utilization. Lead development of recommendations for new designs/products, cost reduction mechanisms, and methods to increase efficiency. Bill of Materials creation for network implementation and expansion for hardware procurement.

Use of methodologies to integrate new circuits into various network elements and all current and emerging signaling technologies on all applicable company network technologies. NPA-NXX routing, state tariffs and translates their implications on available backhaul facilities.

Identified routes that require a capacity expansion based on results from approved traffic management tools.

Sr. Switch Technician

February 2003 - September 2007 (4 years 8 months)

Seattle, WA / Tampa, FL

Configuration and fault management for wide array of platforms in the Mobile Switching Center including, but not limited to, Nokia BSC/TCSM, Nortel MSC/HLR, Spatial Media Gateway / Call Server, Voicemail platforms, and Titan 5500 DACS. Performed trunk turn-up and testing activities with LEC. Monitored field and switch e911 TDOA equipment (LMU, EMS, AMS, SCOUT); Groom/Rehome LMU DS0 in BSC, DACS, and SCOUT.

Conducted routine wireless network equipment installation and maintenance activities including the monitoring and response of network alarms within set SLA. Tested and repaired routine equipment problems in addition to operational functions such as database backups, routine maintenance of computer hardware and software.

Served as mentor and developing coach for junior technicians in technical theory, application, and operational discipline. Assumed technical and project-related escalations, providing appropriate levels of communication of the scenario to the appropriate audience. Applied advanced understanding of theory and application related to project management, core networks, transport, signaling and interface protocols, disaster recovery planning and response, data services, and location-based services.

## Focal Communications

### Switch Technician

February 2000 - February 2003 (3 years 1 month)

Seattle, WA

Operation, configuration management, and translation support of Nortel DMS-500 switch and various MSO equipment. Installation, test, turn-up, and maintenance of SONET, DS3, DS1, and DS0 circuits. 24/7 on call maintenance for trouble tickets and escalations. Applied understanding of ISDN, SONET, DS0, DS1 and DS3 relationships, telephony, switching networks, call processing, and the SS7 networks.

## International Telcom Ltd.

### NOC Technician

1998 - 2001 (4 years)

Seattle, WA

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## Contact

[www.linkedin.com/in/gingerrippley](http://www.linkedin.com/in/gingerrippley)  
(LinkedIn)  
[www.ManeGait.org](http://www.ManeGait.org) (Other)  
[www.texasstampede.org](http://www.texasstampede.org) (Other)

## Top Skills

Travel Management  
Business Travel  
Team Management

# Ginger Rippley

Procurement Director at NTT Global Sourcing  
Farmersville, Texas

## Summary

Dynamic and focused executive offering the value of extensive business experience built on a foundation of high-caliber, broad based results and strong leadership talents.

Significant results and experience in:

Vision, Strategy & Leadership

Global Project & Program Management

Results-Based Customer Collaboration

Strategy and Service Delivery

Strategic Procurement

Industry Innovation including New Technology Assessment & Integration;

Business Process & Performance Improvement

Global Procurement Mergers, Acquisitions and Divestitures

Data-Driven Decision Making

Vendor Analysis & Performance Scorecards

P&L and ROI Analysis

Complex Negotiations and Contracting

Organizational Assessment & Optimization

Global Travel Security Engagement and Planning

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## Experience

NTT Global Sourcing

Procurement Director

May 2019 - Present

Plano, Texas

Hewlett Packard Enterprise

Global Program Lead – Mergers & Acquisitions

September 2017 - Present

5400 Legacy Drive, Plano, TX

Responsible for the strategy and integration planning as it pertains to Global Procurement and Corporate Services.

Hewlett-Packard  
Manager, Global Travel Program  
March 2015 - Present  
Plano, Texas

Hewlett-Packard  
Americas Travel Manager  
October 2013 - Present  
Plano, TX

Travelocity.com  
Sr. Account Manager  
July 2010 - October 2013 (3 years 4 months)

MicroTek Global Learning Solutions  
Territory Sales Manager  
October 2009 - July 2010 (10 months)

MicroTek is now the industries top-ranked business education services organization with access to 3,000 state of the art classrooms and facilities in 60 countries throughout the world.

Our award winning training solutions enables our customers to train, students to learn, and businesses to solve their training and productivity challenges.

Quality learning solutions for Fortune 500 companies and small businesses alike.

FSV Payment Systems  
Vice President Client Development  
January 2009 - October 2009 (10 months)

American Express Global Corporate Services  
Global General Manager  
March 2006 - January 2009 (2 years 11 months)  
Plano, TX

Managed Global Corporate Card client program with annual spend in excess of \$350M

BCD Travel  
Sr. Account Manager  
June 2000 - March 2006 (5 years 10 months)

Responsible for client Global and U.S. Travel Management programs ranging in volume from \$12m to \$145M annually.

#### WorldTEK Travel Management

Travel Office Manager for USA Volleyball

September 1992 - November 1995 (3 years 3 months)

Responsible for coordinating travel for USA Volleyball, the National Governing Olympic Body of Men's and Women's USA National Teams along with staff, grass roots teams and officials.

#### Maritz Travel Company

Corporate Travel Agent and Corporate Meeting Planner

April 1988 - September 1991 (3 years 6 months)

Dallas, TX

On site Travel Manager for Pizza Hut. Relocation to Honolulu, HI as a Corporate Meetings Planner for groups, meetings and incentive travel.

#### Dallas Cowboys Football Club

Groups and Meeting Specialist

April 1986 - April 1988 (2 years 1 month)

Irving, TX

Arranged Dallas Cowboys Football Club Domestic and International "Fan" travel packages.

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## Education

#### Columbia College

Bachelor of Business Administration (B.B.A.), Business Administration and Management, General · (1982 - 1985)

#### University of Mount Union

Business Administration · (1981 - 1983)



## Contact

[www.linkedin.com/in/mari-phonasa-a9944b3](https://www.linkedin.com/in/mari-phonasa-a9944b3) (LinkedIn)

## Top Skills

Sourcing & Procurement  
Compliance Audits  
Training & Development

## Languages

Lao (Native or Bilingual)  
English (Full Professional)

## Certifications

Certified Sarbanes-Oxley Expert  
Lean Six Sigma Yellow Belt (ICYB)  
Leadership Forum

# Mari Phonasa

Procurement Manager  
Fort Worth, Texas

## Summary

Seasoned Procurement Manager with business and office management experience in customer service excellence, Purchasing, Sourcing and Process Compliance, contract management, negotiations, vendor management, and operations management. Skills include, but not limited to:

- Excellent written, verbal and interpersonal communications
- Certified SOX Expert since 2006
- Internal / External Audits
- Senior Buyer
  - Purchasing Manager
- Lead Auditor/Assessor
- Policies & Procedure – Process Development/Enhancement
- Organizational development
- Project Management
- Team building
- Project Lead
- Systems/Tools Business Development
- Change Management
- Procure to Pay
- Invoice discrepancy resolution

With over 25 years of procurement experience, having had 18+ years at Nokia, Inc starting out on the production floor assembly line and having held several positions as Key Operator/Production Line Supervisor, Administrative Assistant, Senior Buyer, Investment Coordinator, Process & Tools Concept Process Owner and lastly as a Global Process Compliance Lead. Procurement Manager at Alcon, Program Manager at CHC Helicopters, and lastly landing at the Federal Reserve Bank of Dallas as the 11th District Procurement Manager.

Additional skills and knowledge: Indirect Purchasing processes, Indirect Sourcing processes, compliance and audit processes, SAP

MM Module 4.7, Ariba e-Sourcing, JD Edwards/AS400, Lawson M3 E-Procurement, contract negotiations, Sarbanes-Oxley(section 404), Certified SOX Expert, Logistics, Training and general accounting knowledge.

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## Experience

### Federal Reserve Bank of Dallas

4 years 2 months

#### Procurement Manager

May 2017 - Present

Dallas, Texas

#### Key Responsibilities

- Plans, directs and manages the procurement strategies and activities for the 11th District
- Champion for 11th District Supplier Diversity Outreach Program
- Develops, reviews and approves new or updated purchasing policies and procedures
- Manages procurement team staffing, recruiting, supervision, scheduling, development, evaluation and disciplinary actions
- Establishes priorities, assigns workloads and reviews higher level/complex assignments
- Monitors and analyzes trends in spending in order to make recommendations for the future and to identify areas for potential savings
- Interprets contract provisions and reviews contracts for accuracy and changes as provided by Procurement guidelines.
- Approves bid proposals and specifications and makes recommendations to management
- Oversees the 11th District vendor management program to ensure strategic suppliers are meeting service level agreements

- Prepares written financial and administrative reports for senior management

### Senior Procurement Analyst

May 2015 - May 2017 (2 years 1 month)

2200 N. Pearl Street, Dallas, TX 75201

#### Key Responsibilities

- Ensures compliance with procurement policies and procedures through maintenance of procurement record retention policies, input and updating of record, and resolution of discrepancies.
- Analyzes and selects suppliers, issues purchase orders, and follows-up/ expedites as needed. Functions as primary contact on assigned projects and with implementation of purchasing required contracts and related programs. Ensures contract agreements comply with established policies and procedures.
- Responsible for all aspects of the procurement proposal process (RFx), including assembling project teams, assigning individual responsibilities, drafting proposals, negotiating with vendors, awarding contracts, monitoring contract progress and conflict resolution. Selects recommends supplies based on evaluation of price, deliver and quality consistent with requirements.
- Manages and measures supplier performance and continuous improvement through scheduled reviews. Negotiates cash discounts, product warranties, and performance guarantees. Manages individual workload and contract expirations to ensure current insurance and wage determination records.
- Builds and manages internal customer relationships and satisfaction to ensure alignment with strategic goals. Provides frequent and timely communications on all projects.
- Acts as mentor/coach to less experienced procurement team members; Provides guidance and support to internal stakeholders on the procurement process requirements

### Tucker Rocky Distributing/Biker's Choice

Product Line Manager

March 2015 - May 2015 (3 months)

Dallas/Fort Worth Area

Buyer of product for Sports Bikes based on demand profiles in JDA system.

Purchase order follow up - Invoice reconciliations

Updated demand profile forecasts of product to maintain inventory levels.

### CHC Helicopter

Program Manager, Indirect Supply Chain

October 2013 - December 2014 (1 year 3 months)

Irving, TX

- Manager of Program administrator and local buyers
- Global rollout of their eProcurement Purchasing tool (Lawson M3 platform)
- Lead a project team consisting of purchasing buyers, IT production support, and local champions on the global rollout of the eProcurement tool
- Conducted systems Test Cases and Use Cases before each Go-Live location
- Supported local/regional management teams in providing purchasing spend reports
- Responsible for ensuring compliance to purchasing policies and procedures
- Conducted training of all CHC personnel on purchasing tools and processes; extensive travel to CHC bases located across the US, Canada, South America, Europe, Australia, Western/Eastern North Sea.
- Participated with Internal Audit teams
- Continually monitored acceptance rate of purchasing eProcurement tool for the company
- Continual education of purchasing processes and tools for new hires
- Assisted buyers in purchasing indirect materials for the bases and office locations

### Alcon Laboratories, Inc.

US Procurement Operations Manager

February 2012 - July 2013 (1 year 6 months)

Fort Worth, TX

- Manager of up to 12 Transactional (non-exempt) Buyers
- Supported an Indirect Procurement Organization with 3billion annual spend
- Collaborated with IT production support and process development teams to develop online Purchase Requisition form on a SharePoint platform
- Worked with development teams within IT and other business units to develop and document process improvements for Indirect Purchasing
- Conducted systems Test Cases and Use Cases before each Go-Live location
- Training of Alcon Associates on procurement policies, procedures and eProcurement tool
- Monitor transactional operations activities to ensure compliance to policies and procedures

- Responsible for ensuring compliance to Novartis Financial Controls Manual (NFCM)
- Ensuring policies and procedures are in place and aligned with the NFCM guidelines

## Nokia

18 years 8 months

### Process Compliance Lead

July 2005 - February 2012 (6 years 8 months)

Irving, TX

- Supported an Indirect Purchasing Organization with 5biln annual spend
- Extensive travel within the US, Europe, Asia and Mexico
- Ensure Sarbanes-Oxley compliance is met and involved in successful completion of audit. SOX Expert Certified. Maintained consecutive zero defects monthly. (98-100% compliance rate)
- Accountable for Americas region which included US, South America, Latin America, and Canada.
- Coordinate with global process development teams to ensure SOX compliance
- Conducted internal audits of processes and procedures for Purchasing
- Monitor sourcing and operations activities accountable for completing audit requirements
- Work with global development teams to develop and document process improvements
- Project Manager for online eForms tool for SOX compliance. (75% process improvement)

### Regional Process & Tools Concept Owner

April 2003 - July 2005 (2 years 4 months)

Irving, TX

- Process Owner for Americas region which included US, South America, Latin America, and Canada. (Required international travel at least twice a month)
- Ensured global processes were implemented across region and exceptional regional processes are validated, approved, and archived properly.
- Conducted trainings on new processes or tools for the region (approximately 35% travel)
- Participated in project teams to develop new and improved processes and tools for Indirect Purchasing
- Monitored and supported online tools for Indirect Purchasing ensuring continued function and technical support for users. (100% satisfaction)

- Audited suppliers on ISO 9002 quality standards assuring they are align with business principles of World Class Manufacturing
- Implemented SAP MM module for Indirect Purchasing department.
- Developed and implemented Ariba purchasing for Indirect Purchasing. (85% PO regional coverage)

#### Investment Coordinator/Sr. Buyer

March 1998 - March 2003 (5 years 1 month)

Irving, TX

- Senior buyer for manufacturing and test equipment including capital investments for SMD, Test, and Final Assembly
- Processed purchase orders as needed in SAP MM Module
- Participated in project team to implement SAP MM Module in Purchasing
- Conducted test and use cases for SAP implementation
- Negotiated contracts of up to \$200k with suppliers, including NDA's and LOI's
- Assisted in process development and implementation of online NDA database
- Lead matrix team to develop and improve purchasing processes
- Developed and achieved approval on procedure for capital equipment leases
- Processed and followed-up on orders placed, verified delivery, approved payment, and maintained necessary records. (48hr turnaround)
- Reconciled open PO reports with no PO's greater than 60 days delinquent.
- Collaborated closely with the AP department to ensure smooth invoice payments to suppliers
- Productivity Order Effectiveness - cross check discount/price rates, check for excess equipment prior to ordering
- Managed and led a duplicate supplier reduction process
- Coached and mentored and trained junior buyers

#### Administrative Assistant

December 1994 - March 1998 (3 years 4 months)

Irving, TX

Administrative assistant for the mini-factory manager.

Scheduled meetings and events for the team.

Ensured that the manufacturing information systems (MIS) on the production lines were up to date and accurate. MIS's were process instructions for each station on the production lines.

Made travel arrangements for factory manager and his direct reports.

Managed and processed expense reports for factory manager.

#### Production Line Supervisor

February 1994 - December 1994 (11 months)

Irving, TX

Supervised mobile phone production line of 200+ personnel.

Production planning.

Ensured continuity of work with Personnel planning.

Ensured monthly quotas are met.

#### Production Line Key Operator

January 1994 - February 1994 (2 months)

Irving, TX

Assisted production line supervisor with managing production line of 200+ personnel.

Ensured operators had proper tools and supplies to perform their duties.

Covered for employees on break.

Helped manage administrative duties for supervisor such as monitor and managing team's paid time off schedule.

Helped schedule and plan teambuilding events such as planning birthday celebrations and anniversaries.

#### Production Line Operator

July 1993 - January 1994 (7 months)

Irving, TX

Assembled and QA tested mobile phones

Soldered components.

Packing and shipping of mobile phones.

Replenished line of materials as needed.

#### TECNOL

##### Packer

January 1993 - July 1993 (7 months)

Watauga, TX

Worked 3rd shift as packer of surgical masks.

#### Uniden

##### Line Lead

1991 - 1992 (2 years)

Fort Worth, TX

Worked in the pagers division of Uniden.

Supervised the assembly line, managed shipping schedule for monthly shipments, maintained personnel scheduling and administrative duties, and was second in command when the manager was out of the office.

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## Education

University of Phoenix

Bachelor, Business Administration · (2004 - 2006)

Keller High School

Diploma, College prep · (1986 - 1990)



## Contact

[www.linkedin.com/in/tim-freeman-a263a110](http://www.linkedin.com/in/tim-freeman-a263a110) (LinkedIn)  
[www.dematic.us/docs/stc\\_dematic\\_home.asp](http://www.dematic.us/docs/stc_dematic_home.asp) (Company)

## Top Skills

Negotiation  
Supply Chain Management  
Purchasing

# Tim Freeman

Procurement Manager at Dematic North America  
Dallas/Fort Worth Area

## Summary

I have worked in several areas of business ranging from Sales to Purchasing. In between I have focused on inventory control, project management and efficiency savings.

Specialties: Cost Reductions.  
Negotiation Skills.  
Project Management.

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## Experience

Dematic North America  
Procurement Manager  
September 2016 - Present

Dematic North America  
Senior Buyer  
May 2008 - Present

PrimeSource Building Products  
Several  
May 2000 - February 2008 (7 years 10 months)  
Held several positions within the company.  
account administrator  
facilities planner  
inventory analysis  
procurement planning specialist

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## Education

University of North Texas  
BBA, Logistics · (1997 - 2000)

University of North Texas

Bachelor of Business Administration (B.B.A.), Logistics, Materials, and Supply  
Chain Management · (1997 - 2000)

## Contact

[www.linkedin.com/in/carlos-mora-508b347](http://www.linkedin.com/in/carlos-mora-508b347) (LinkedIn)

## Top Skills

Aviation  
Sourcing  
Aerospace

## Languages

Spanish

# Carlos Mora

BSME- MBA- Procurement Manager at Siemens Energy  
Management  
Frisco, Texas

## Summary

Professional in Mechanical Engineering and MBA in Operations with 21 years of experience in Supply Chain Management, Engineering Project Management, Operations, Quality, and International Sales Support.

- Over \$12 Million in savings over 10 years through design to cost projects and procurement activities
- Aviation MRO Sales Support, Project Procurement and sourcing services for Latin America
- Negotiation skills, Hedging & Leveraging
- Logistics & Supply Chain Management
- Project Management experience Design to cost and New Product Introduction.
- Design for Manufacturing
- Make vs. buy Total Cost Analysis
- Overseas Purchasing. Asia and Latin America
- DDTC/ ITAR Compliance
- MS-Project, MS-Access expert, SQL
- Problem solving & Root Cause Analysis
- Reverse Engineering
- SPC, Process Flow Analysis, FMEA, PPAP
- Advanced Product Quality Planning.
- Manufacturing, Assembly and Fabrication
- Database Management Systems
- Fluent in Spanish
- SAP R/4

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## Experience

Siemens Industry US  
Procurement Manager  
March 2013 - Present  
Grand Prairie, TX

Responsible for Commercial Strategic Procurement activities at plant level for Grand Prairie TX, Pomona CA, Fort Worth, TX and West Chicago, IL PBSWB product line.

Support Commodity Managers Plan implementation and pooling strategies.

Project Manager for Procurement projects, including indirect and direct material cost reductions, as well as cross functional design to cost activities.

Perform sourcing activities with the operations including quality, manufacturing, product development and materials management. Coordinate project implementation with procurement teams including Supplier Quality Engineers and Purchasing Engineers.

Lead the selection and development of Domestic and Global Value suppliers. Responsible for price change analysis. Monitor and control of Delivery terms and payment terms according to corporate policies. Responsible for supplier evaluations and Supplier developing plans.

### Stair Cargo Inc. Aviation MRO Services

#### Vice President Procurement and Operations

February 2010 - January 2013 (3 years)

Stair Cargo Inc. is a company with 14 year of experience exporting MRO parts, providing Sourcing, Procurement, Technical Consulting and Supply Chain services to the Colombian and Chilean Military and Commercial Aviation. Specialized on: Main Rotor Blades, Hydraulic components, Dynamic components, Structural panels, Fuel Controls and Avionics.

- Increased revenue in \$2 MM/year in 2011 and \$3.5 MM in 2012 by Continuous Operations Improvement and Cost Savings.
- Negotiation, Evaluation and preparation of Proposals and Quotations for over \$13 Million per year to foreign Military Organizations.
- Technical Liaison between Military MRO crews at end-users and Repair Stations for Bell UH-1H, UH-1N, Bell 212, Bell 412, Huey II and Black Hawk UH-60 Helicopters.
- Maintain distribution and representation agreements with leading MRO suppliers, repair stations and OEMs.
- Establish, Monitor and enforce procedure for export compliance on Military equipment items. Following Rules and Regulations established by DoD/DDTC/ITAR.
- Introduce and maintain exchange programs of overhauled and repaired parts for Aviation.

- Obtain recurring cost savings to our customer by utilizing new designs and substitutions with FAA Approved components including Manufacturer Approval (PMA) parts where applicable.
- Control of critical parts by monitoring the demand and supply of critical parts to support our customers AOG (Aircraft on Ground) needs.
- Establish and Maintain company Quality System according to FAA circular 00-56A for Approved Aviation Distributors.
- Maintain TSA IAC process and certification up to date for direct export of Military equipment.
- Provide Project Management services on critical aircraft upgrades and repair stations setup and upgrade.
- Manage Supply Chain and Operations Staff in Bogota, Colombia, Miami, FL and Santiago de Chile.
- Forecast, control and maintain positive cash flow from operations.

## Siemens Energy & Automation

### Consulting Procurement Engineer

October 2005 - February 2010 (4 years 5 months)

Project lead, guide and support in Outsourcing, Design to Cost and New Product development activities for Low Voltage Switchgears in Grand Prairie, TX.; and Motor Control Centers and Enclosed Industrial Controls in West Chicago, IL.

- Supply Chain Team leader on the introduction of new electronic Breaker for Switchboards. Supplier Selection process for Copper Castings and connectivity packages. Overall project savings \$624K/year.
- Implemented the re-sourcing and redesign of Copper Primary connectors (Stab Tips) from Berlin (GER) to local suppliers. Savings for \$485K/year. Including design, negotiation and logistics set-up.
- Implemented new Packaging design for Large Industrial Breakers, eliminating freight damage and reducing cost. \$198K/year in net savings.
- Successfully performed extensive Make-to-Buy analysis in the copper fabrication core competency. This analysis was used by the Program Office to support the acquisition of newer Copper Fabrication Equipment.
- Saved \$100K/ year by switching from SMC thermoset material to high strength BMC material for insulation bases.
- Lead and participant of key West Chicago projects i.e.: Terminal Blocks redesign, Implementation of New generation of Reversible Soft Starters, Simocode Pro (Communicating overloads), EG Industrial Circuit Breakers and 3RB2 (bi-metal) overloads. Total savings \$800K / year.

- Supply Chain Team leader for temperature rated copper project for Switchgear, \$400K/year in savings. Led the switchgear copper vertical bus material properties change. Savings for \$112K / year.
- Project leader for Outsourcing of GP03 (Glastic) (41,000 PNs in Kanban, Standard and custom made components). Introduced the Virtual Manufacturing concept at SE&A. Reduced labor cost by 200K/year.
- Actively leading the supply chain function in the redesign of terminal blocks assemblies and standardization of wire harnesses for Low Voltage Switchgear. Savings for \$66K/year.

## Siemens Energy & Automation

### Senior Purchasing Engineer

September 2003 - October 2005 (2 years 2 months)

Project lead and team member in Design to Cost activities and new products development; including 3rd. party sourcing for Low Voltage Switchgears in Grand Prairie, TX facility, Motor Control Centers and Enclosed Controls in West Chicago, IL facility.

- Supported and led new design to Cost projects, obtaining savings for \$1.5 Million in FY04 and \$1.75 Million in FY05, exceeding Design to Cost financial targets.
- Introduction and leading, the implementation of C102 copper alloy, from Peru (continuous casting process). Savings for \$345K/year for Spartanburg, SC location and CD1 (Juarez, MX). \$10 Million Total Purchase volume. This project was used as leverage with current copper suppliers, additional savings for \$305K/year.
- Designed and supported the database used for Reverse Engineering workshops, Switchboards in Grand Prairie, and Enclosed products in West Chicago.
- Third party sourcing and team member of the VBII safety switch implementation in Enclosed Controls in West Chicago. Savings for \$215K/year.
- Supported the copper bus bars redesign for Motor Control Center. Savings for \$70K/year .
- Redesign of the Thermoset insulator barrier by reducing the glass content. Savings for \$65K/year

## Philips Electronics N.A.

### Supply Chain Management Engineer

2002 - 2003 (2 years)

Managed Procurement & Logistics of raw materials, packaging and MRO required for lighting components:

- Successfully corrected materials discrepancies generated in SAP, maintained efficiently info records and MRP in SAP.
- Reduced Bill of Materials costs by 15% leveraging and negotiating with suppliers for 2003 purchase volume.
- Saved \$204,000 changing delivery terms with suppliers, for year 2003.
- Reduced average lead times from 12 weeks to 6 weeks on main metal suppliers, using better forecasting process.
- KANBAN implementation on key Brass suppliers.
- Optimized ordering process combining MRP and production efficiencies.
- Reduced inventories from 65 days of supply to 16 by December 2002, keeping Finished Goods fill rate at 100%
- Avoided increment in 10% cost of Raw Materials with hedging techniques and Market approach.
- Increased in average the suppliers' payment terms from net 30 to net 60 days.
- Improved supplier evaluation process.

General Motors Colmotores  
Production Control Engineer  
1997 - 2000 (4 years)

Control parts supply and purchasing activities with Japanese and local suppliers.

- Team member in implementation and transition of inventory data to SAP R/3 system,
- Daily inventory control using SAP R/3 and MS Access.
- Reduction of Material shortages in 100%. Local and Overseas parts for assigned commodities.
- Direct responsible for inventory control and adjustments in the system (SAP R/3) for all commodities.

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## Education

The University of Dallas  
MBA, Operations and Supply Chain Mgmt. · (2000 - 2001)

Universidad de Los Andes  
Mechanical Engineering, Electromechanical Technology · (1990 - 1995)

## Contact

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

## Top Skills

Microsoft Excel  
Process Improvement  
Supply Chain Management

## Languages

English

## Certifications

Lean Six Sigma Green Belt

# Christie Rossi

Manager, Procurement & Supply Chain - Marketing Purchases at  
American Airlines  
Dallas/Fort Worth Area

## Summary

Specialties: Contract Negotiation, Customer Relationship Management, Cross Functional Team Collaboration, Team Building & Mentoring, RFP/RFQ Management, Supplier Development, Social Media Marketing, Email Marketing, Multi-Channel Marketing, Strategic Analysis & Planning, Marketing Analytics, Test & Learn/ Program Measurement, Direct & Traditional Marketing Channels, Brand Strategy and Management, Customer Segmentation Strategy, and Customer Loyalty & Retention.

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## Experience

### American Airlines

Manager, Supply Chain & Procurement - Marketing Purchases  
March 2019 - Present

### American Airlines

Senior Account Manager, Partner Marketing  
December 2016 - Present

- Manage 22 loyalty partnerships in the travel, auto, retail, and floral markets representing a portfolio worth over \$70M in annual revenue.
- Establish strategies and create integrated marketing plans, executing multi-channel initiatives and utilize data analysis to help facilitate tactics
- Direct cross-functional strategizing and lead ongoing operations of loyalty marketing related to the AAdvantage program

### American Airlines

7 years 1 month

Sr. Commodity Manager, Technical Operations Procurement, Aircraft Programs

January 2015 - Present

- Managed new and retrofit aircraft programs by using project management tools to ensure on-time delivery and that milestones were met by suppliers



- Found a replacement supplier to deliver Business Class seats on the new 787-9's & B777-200 completed within 1 year, typically 2 years required
- Team lead for wide body fleets to insert Premium Economy Class. Included monthly budget updates, staying aware of projects running concurrently, negotiations and escalating risk items.
- Trained incoming commodity managers for 6+ months as they got up to speed with the group
- Led the Boeing 737 Max program, which included hosting various seat shows for feedback from internal customers and presenting recommendations to SVP's. Built a strong relationship with Boeing and top suppliers that were not offered in the Boeing catalog.
- Coordinated with cross-functional groups (engineering, marketing, inventory, etc.) to mitigate risks, improve supplier performance, problem solve, etc.
- Managed \$45+ Million in spend on an annual basis

#### Commodity Manager, Aircraft Interiors Purchasing

June 2012 - January 2015 (2 years 8 months)

Dallas/Fort Worth Area

- Added value through strategic cost savings and supplier performance initiatives throughout the supply chain
- Helped manage tier 2 & tier 3 suppliers to create a sustainable supply chain and to ensure on-time delivery & quality
- Negotiated contractual agreements with suppliers for new aircraft component purchases finding unique ways to mitigate costs
- Administered comprehensive RFP's to gain knowledge of supplier's capabilities and product offerings
- Conducted all-encompassing analytics to help decision making, strategy implementation, total cost of ownership, etc.

#### Xerox

##### Accounting Intern

May 2011 - May 2012 (1 year 1 month)

- Handled operations of Escheats process including: responding to due diligence letters from current and former employees for unclaimed wages and controlled remittance process for each state
- Held ownership of collecting and analyzing client requested efficiency metrics each month from all North America offices
- Collaborated with specific assigned team and cross-functionally on a project basis to gain additional exposure
- Assisted with the conversion to SAP data processing

- Validated teams monthly reconciliations to ensure proper support documentation

### Matheny & Company CPA

#### Bookkeeper

December 2010 - May 2011 (6 months)

- Assisted with general accounting functions using QuikBooks and Excel
- Formed LLC's and helped with tax preparation for individuals and small businesses
- Performed administrative and secreterial support for the owner
- Trained new employees and implemented needed manuals and guides for day to day operations

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## Education

### Arizona State University

Bachelor of Science, Supply Chain Management · (2008 - 2012)

### Arizona State University

Bachelor of Science, Accounting · (2008 - 2012)

## Contact

[www.linkedin.com/in/david-thomas-73911623](https://www.linkedin.com/in/david-thomas-73911623) (LinkedIn)

## Top Skills

FMCG

Supply Chain

Contract Negotiation

# David Thomas

SSM Sr Manager , IT & Corporate Services Procurement at  
PepsiCo, inc  
Dallas/Fort Worth Area

## Experience

PepsiCo, Inc.  
Industry Software manager

PepsiCo, inc  
SSM Sr Manager , IT & Corporate Services Procurement  
February 2005 - Present  
Plano, TX

Senior IT contract negotiator for PepsiCo supply chain, IT go to market initiatives and global R&D

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## Education

Northeast Missouri State University(now Trunam State University)  
Bachelor's Degree, Majors- English/political science, Minor -Spanish

## Contact

[www.linkedin.com/in/cyndra-templeton-96462940](http://www.linkedin.com/in/cyndra-templeton-96462940) (LinkedIn)

## Top Skills

SAP

Materials Management

Supply Chain Management

# Cyndra Templeton

Manager, Data Management Group - Material Master & Procurement  
at Airbus Helicopters, Inc.

Dallas/Fort Worth Area

## Experience

Airbus Helicopters, Inc.

Manager, Data Management Group - Material Master & Procurement

March 2018 - Present

Grand Prairie, Texas

Airbus Helicopters, Inc.

10 years 5 months

SAP Functional Specialist - Purchasing / Global Supply

July 2013 - Present

Responsible for procurement data management and process improvements of SAP processes for purchasing and global supply departments.

Material Planner - Global Supply Chain

September 2011 - June 2013 (1 year 10 months)

Responsible for procuring inventory for low-cost materials from Eurocopter France.

Responsible for reviewing inventory re-order points.

Supervisor -MRO Program Support

February 2009 - September 2011 (2 years 8 months)

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## Education

Ashford University

BA, Operations Management and Analysis · (2011 - 2014)

## Contact

[www.linkedin.com/in/oscar-leon-38078138](https://www.linkedin.com/in/oscar-leon-38078138) (LinkedIn)

## Top Skills

Food  
Pricing  
Food Service

## Languages

Spanish

# Oscar Leon

SYSKO NTX MERCHANDISING MANAGER  
Dallas/Fort Worth Area

## Experience

Cargill  
General Manager

Sysco  
Beef procurement  
June 2005 - Present  
  
Purchasing all Center of the Plate categories  
Buy in's and position buying  
P&L for the protein desk  
Vendor and Customer Relations

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## Education

Texas A&M University  
Bachelors Animal Science, Animal Sciences · (1992 - 1996)

## Contact

[www.linkedin.com/in/ahmad-thabet-11156827](https://www.linkedin.com/in/ahmad-thabet-11156827) (LinkedIn)

## Top Skills

Leadership

Sales

Supply Chain Management

## Languages

Arabic (Native or Bilingual)

English (Native or Bilingual)

## Certifications

Certified Scrum Product Owner (CSPO)

Earned Value Professional (EVP)

Material Program Mgmt. - Level 4

Raytheon Six Sigma Specialist

# Ahmad Thabet

Supply Chain Manager

Dallas/Fort Worth Area

## Summary

I am a results oriented leader bringing business acumen, technical aptitude, and cultural awareness along with strong values and a unique background to the workplace. I embrace collaboration and possess a demonstrated ability to disrupt status quo and develop relationships across broad domains. As a member of Raytheon's Supply Chain team, I have directly contributed to making a positive impact on Raytheon's suppliers, processes, people, and customers both domestically and internationally. Prior to joining Supply Chain, I transitioned from diverse sales and customer care roles and earned a Master of Business Administration, with a concentration in Supply Chain Mgmt., from Howard University in 2015. The combination of my strong work ethic foundation, business savvy, and diverse cultural background enables me to bring a unique skillset to any team, project, or program I'm supporting.

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## Experience

Raytheon

4 years

Procurement Manager - Intelligence, Information & Services (IIS)

January 2019 - Present

Dallas/Fort Worth Area

- Leads a geographically dispersed team of 25+ procurement professionals, managing more than \$350M in annual spend to support Raytheon IIS' Cybersecurity and Intelligence Mission Areas. Team is responsible for managing procurements throughout the entire sourcing life cycle in a way that aligns with the overall Mission Area Supply Chain strategies.
- Manages the Supplier Alliances initiative within the Cybersecurity Mission Area, which is primarily focused on developing, negotiating, and executing long-term supplier partnership agreements such as resellers, discount, and joint development agreements.
- Responsible for driving significant process improvement across the procurement value stream by enhancing systems and tools, streamlining/

simplifying current processes, integrating with Compliance, Supply Chain Planning and Proposals.

### Supply Chain Proposal Manager - Intelligence, Information & Services (IIS)

June 2017 - January 2019 (1 year 8 months)

Dallas, TX

#### •Role Summary:

- Directly managed a team of 8 Sourcing Professionals/Compliance Leads across two geographical locations. Primary team responsibilities included identifying sources of supply and pricing materials/services in support of prime proposals across all Mission Areas. Total annual volume exceeded ~\$500M in priced materials/services. Additionally, my team was also responsible for managing and tracking all of IIS' Cost and Pricing Analysis (CAPA) for supplier proposals above the TINA regulatory threshold to ensure compliant and timely submittals with an emphasis on educating IIS' program personnel and supply base as it pertains to CAPA compliance.

- Collaborated extensively with program teams to develop supplier pricing/teaming strategies that align with prime proposals' cost and schedule targets. Frequently thought outside the box to overcome any proposal pricing issues such as extremely tight deadlines, obsolete material, or supplier proposals above target costs. Assisted the program team with identifying any supplier risks and opportunities and performs supplier negotiations.

#### •Significant Achievements:

- Led the team through a major restructuring and change management initiative that focused on creating an optimized workflow process, upgrading talents, and changing the culture to be more customer centric. The initiative resulted in reducing labor costs by ~50% all while improving performance and achieving high customer satisfaction.

### Supply Chain Leadership Development Program

July 2015 - June 2017 (2 years)

Washington D.C. Metro Area

#### Program Summary:

Completed a two year rotational program with two of Raytheon's Business Units in the Boston, MA and Washington, DC areas. The program was focused on accelerating leadership capabilities and Supply Chain knowledge with significant exposure to Sr. leadership and high impact strategic projects.

Second Rotation: Procurement Ops. Mgr. – Intelligence, Information & Services (IIS)

•Role Summary:

- Reported to the Director of Procurement on performance metrics, operations, and staff activities as well as led special projects and strategic initiatives.
- Sourced computer hardware/software to support Raytheon's Cyber business.

•Significant Achievements:

- Designed a suite of metrics to monitor workload and measure Purchase Order placement cycle time, which led to increased workload visibility across the different Procurement groups and ultimately helped reduce cycle time.

First Rotation: Material Program Manager – Integrated Defense Systems (IDS)

•Role Summary:

- Managed all materials for a product line across multiple domestic and international programs. Primary responsibilities included executing Material Program Plans to ensure on-time supplier deliveries within target costs to support programs' schedules and budgets.
- Monitored program performance by utilizing Earned Value Management System (EVMS), Estimate at Completion (EAC), and Risk and Opportunities techniques.

•Significant Achievements:

- Led cross-functional teams to support standing up two new international suppliers in Europe. Initial activities included supporting supplier quality and technical capability assessments, overcoming export/import issues, helping suppliers understand critical U.S. regulations, and streamlining suppliers' operations and processes with that of Raytheon's. The two supplier engagements resulted in 100% on-time and quality deliveries at a reduced cost and contributed to establishing a solid supply base in target countries.

IBM

Client Executive - Summit Program Intern

June 2014 - August 2014 (3 months)

Greater St. Louis Area

Role Summary and achievements:

- Facilitated client meetings with fortune 500 companies, where I was able to meet with Sr. leaders to discuss their information technology challenges and suggest potential solutions.
- Created a qualitative/quantitative model to track ~\$80 million of potential sales for the Global Business Service division. The model increased visibility into customers' needs and improved the sales conversion rate.



MLF Lexserv, LP  
Servicing Analyst  
April 2013 - July 2013 (4 months)  
Washington D.C. Metro Area

Role Summary and achievements:

- Managed two secondary market life insurance portfolios with more than 350 policies and performed all transactions required to maintain assets on behalf of portfolio owners.
- Designed a cover letter and incentive package for a customer program initiative that led to increase customer response rate from ~49% to ~72%.

CarMax  
Senior Sales Consultant  
January 2011 - April 2013 (2 years 4 months)  
Austin, Texas Area

Role Summary:

- Guided clients through the vehicle purchasing process which included credit application, extended service plans and financing options.
- Maintained working knowledge of market conditions, state title laws, and inventory for 300+ vehicles.

Significant Achievements:

- Achieved the Store Champion Award and reached the highest senior sales position, the President's Club.
- Sold an average of 18 cars a month, higher than the store average by 8 cars, which largely contributed to achieving the store monthly target.
- Mentored new sales consultants and led multiple sales training sessions, which helped with upgrading the store's talent and building consultants' confidence. Results included reducing employee turnover rate and consistently meeting monthly targets.

British Council  
Customer Service Specialist  
September 2008 - July 2010 (1 year 11 months)  
Amman, Jordan

Role Summary and achievements:

- Acted as a primary interface with all customers, promoted and sold a wide range of professional educational services, and handled all inquiries and customer requests.

- Collaborated with team members to enhance the customer experience and reduce waiting/response cycle times.

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## Education

### Howard University

Master of Business Administration (M.B.A.), Supply Chain Management · (2013 - 2015)

### Yarmouk University

Bachelor's Degree, Business Administration · (2004 - 2008)

## Contact

[www.linkedin.com/in/girish-acharya-1222b95](http://www.linkedin.com/in/girish-acharya-1222b95) (LinkedIn)

## Top Skills

PPAP

APQP

FMEA

# Girish Acharya

Corporate Director of Procurement & Asia Trading at SSW Holding Company, Inc.

Dallas/Fort Worth Area

## Experience

SSW Holding Company, Inc.

Corporate Director of Procurement & Asia Trading

October 2013 - Present

SSW Holding Company, Inc.

Corporate Purchasing Manager

August 2005 - Present

Behr America, Inc.

Materials Buyer

April 2003 - August 2005 (2 years 5 months)

Behr India Ltd.

Materials Manager

August 1997 - April 2003 (5 years 9 months)

videocon industries limited

Materials Engineer

August 1993 - August 1997 (4 years 1 month)

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## Education

National Institute of Technology Karnataka

· (1989 - 1993)

## Contact

[www.linkedin.com/in/larry-mabry-62a1898](http://www.linkedin.com/in/larry-mabry-62a1898) (LinkedIn)  
[www.southwest.com](http://www.southwest.com) (Company)

## Top Skills

Aircraft Maintenance  
Aviation  
Aerospace

# Larry Mabry

Aircraft Component Supply Chain at Southwest Airlines  
Dallas/Fort Worth Area

## Summary

- Global Strategic Sourcing
- Contract Negotiation
- Commodity Management Professional
- Active Member of Emergency Response "Go Team"

Specialties: Boeing 737 Nose to Tail Component & Component Services Procurement

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## Experience

### Southwest Airlines

Manager - Component Supply Chain Management

October 1994 - Present

Dallas/Fort Worth Area

Leading a well trained aggressive team in strategic sourcing & contract negotiation efforts for commodities & services related to all aircraft systems for a fleet of 700+ Boeing 737's.

### Southwest Airlines

Aircraft Maintenance Procurement Commodity Lead

1994 - Present

Supervise Buyers & Analysts in managing all aspects of commodities for flight controls and landing gear components & assemblies for a fleet of 500+ Boeing 737 aircraft.

Hiring and annual performance appraisals.

Collect and provide departmental data displaying individual and group performance in turn time/lead time, aging, and other measurable output via the corporate data warehouse

Review and monitor vendor performance in their contracted deliverables

Maintain productive and profitable relationships with all vendors while negotiating new services and products

Coordinate efforts with all departments including production, planning, scheduling, engineering, quality, etc. to achieve the most ideal results

## Southwest Airlines

### Aircraft Maintenance Strategic Sourcing

1994 - Present

Source aircraft component repair & overhaul services for all ATA Chapters  
Strategic sourcing of rotatable component repair services utilizing prescribed processes detailed in Ariba, a web based sourcing tool, to meet the needs of Aircraft Maintenance & Engineering

Lead cross functional teams in the development, evaluation, scoring of RFP's leading to the teams final recommendations for service providers

Lead numerous sourcing projects totaling in excess of 15 million dollars in annual spend

Drafted, negotiated and executed final agreements and/or long term contracts

Managed the terms of agreements and/or contracts during the agreed to period

Aligned all efforts with corporate procurement processes and those prescribed by the Institute for Supply Management

## Southwest Airlines

### Aircraft Maintenance Component Repair Services Supervisor

1994 - Present

Supervised group of Buyers in expediting and the facilitating of up to 5000 requisitions for component repair services per month with a estimated annual spend of 200 million

Hired and conducted annual reviews and evaluations of analysts, coordinators and interns

Collected and provided departmental data displaying individual and group performance in turn time/lead time, aging, and other measurable output via the corporate data warehouse

Reviewed and monitored vendor performance in their contracted deliverables

Maintained productive and profitable relationships with all vendors while negotiating new services and products

Coordinated efforts with all departments including production, planning, scheduling, engineering, quality, etc. to achieve the most ideal results

## Vought Aircraft

### Manufacturing Engineer-Senior Production Planner

1986 - 1994 (9 years)

Planned tooling and production operational sequences for the fabrication, assembly, and application of aircraft details, assemblies, and coatings for commercial and military programs

Worked from engineering blueprints, material specifications, and other associated data to write Operation Instruction Sheets and Specification Tool Instructions on details, assemblies, and installations released by engineering

Specified the operational sequence, required tooling, finishes, and bills of material required to fabricate components and/or assemblies

Requested the issuance of orders to tool design, template shops, or tool rooms specifying general configuration, control points, and exact use to which the tool is to be adapted

Worked with production foremen and other departments to assist in the solution of various production and tooling problems. Trained and instructed technicians in the interpretation of engineering documents

Coordinated with quality inspection and quality assurance

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## Contact

[www.linkedin.com/in/rolando-garza-1a59b77a](http://www.linkedin.com/in/rolando-garza-1a59b77a) (LinkedIn)

## Top Skills

Lean Manufacturing

Aerospace

Continuous Improvement

# Rolando Garza

Procurement Specialist at Dallas Aeronautical Services  
Midlothian, Texas

## Experience

Dallas Aeronautical Services, LLC (DAS)  
Procurement Specialist  
December 2017 - Present

Dallas Aeronautical Services, LLC (DAS)  
Customer Service Manager  
July 2015 - Present  
Cedar Hill, Texas

Responsible for inside sales support and customer service support.

Gulfstream Aerospace  
Procurement Specialist  
July 1999 - Present

Procurement for both the Product Support for the re-fabrication of aircraft interiors, upholstery and all woodwork. Additional responsibilities include procurement of avionics, avionics repairs and services.

Web Converting  
Warehouse Manager  
November 1991 - July 1999 (7 years 9 months)  
510 Jealous Way, Cedar Hill, Texas 75104

Purchased all supplies need to package and ship converted material, to include specialized tapes, boxes, pallets. Additional responsibilities included loading & unloading of trucks, receiving and shipping of materials to be converted, and the scheduling of trucks for delivery and shipping out to customers.

U.S. Army  
Sergeant  
July 1980 - November 1990 (10 years 5 months)  
Germany, >> Ft. Hood Texas >> Ft. Campbell Kentucky

## Contact

[www.linkedin.com/in/sabrina-m-barnes](http://www.linkedin.com/in/sabrina-m-barnes) (LinkedIn)

## Top Skills

Supply Chain Management  
Defense Procurement  
Compliance Management

# Sabrina Barnes

Subcontract Manager, Procurement Lead, SBLO at L3 Technologies  
Dallas/Fort Worth Area

## Summary

Project Manager who enjoys challenging projects, process improvement leader who leans forward to new processes through continuous improvements for maximum benefit through measurement.

Client-driven Team Lead who manages diverse supply chain teams to deliver on-time, value added results with integrity, reliability and pride.

Effective Sourcing and Vendor Manager who values total cost of ownership, able to develop diverse supplier base for alternate sourcing, consistent quality and competitive pricing.

Strong organizational skills, ability to plan, prioritize and execute workloads and projects across multiple business areas with competing deadlines. Procurement Specialist able to support multiple business areas with cross functional teams ensuring customer goals are met to include strategic sourcing, negotiations, and compliance.

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## Experience

L3 Technologies

13 years 4 months

Subcontract Manager, Procurement Lead, SBLO

August 2015 - Present

Texas

- Facilitate subcontract efforts from cradle to grave and level load to support Procurement surges.
- Manage small cross-functional team. Identify and assign purchase requisitions to buyers, review and approve procurement activities for compliance and release. Approve/Managed labor tracking (LTS) for team performance to meet goals.



- Developed weekly Huddle for coaching moments, goal setting, training and team development. Improved negotiation techniques and strategies for increased margins/exceed sales forecasts regularly.
- Support proposal activities to include strategic negotiations, Statement of Work reviews, identify risks, points of negotiations. Support gates reviews, develop BOES for labor justification.
- Evaluated and negotiated all supplier PIA/NDA's/Supplier Terms and Conditions within corporate policies and processes. Project member at Segment level for PIA/NDA database for company transparency and process improvement.
- Led Strategic Supplier engagement activities with key suppliers to ensure future program capture and potential supplier round tables to reduce supply chain risk. Annual PTAC Training Sponsor with vendor days for improved supplier ownership. Fostered strong relationships within the Small Business Community; attend and supports small business conferences/matchmaking events to develop new suppliers driving diversity spend to meet corporate goals.
- Costpoint Implementation Team SME for conversion from GCS Premier to Costpoint. Six months implementation goal to include configuration, testing, training, and process work instructions. SME Procurement Management of Costpoint configurations including approval processes and workflows.
- Firm knowledge of procurement processes/life cycle, project management and strong understanding of USG, Commercial and International Contract compliance.
- Acting member of Supplier Advisory Board, Counterfeit Parts Team, DMSMS Team, Conflict Minerals Reporting, and Small Business Liaison.

Contracts Specialist, US & International  
 March 2010 - August 2015 (5 years 6 months)  
 Texas

- Management of DoD, Commercial and International Contracts for follow including Spare/Repair Programs
- Liaison between suppliers, customers and Program Management working both contracts and supply chain.
- Administer, extend, negotiate and terminate standard and nonstandard contracts
- Facilitate proposal preparation, contract negotiations and risk review
- Prepare BOE's for labor bids, program reporting, progress, and other reports
- Prepare final products for delivery to customer including any export requirements

- Firm knowledge of export requirements for support of international and domestic contracts
- Detailed FAR & DFAR knowledge
- Programs Managed: Swedish Coast Guard, Icelandic Coast Guard, Brazilian Air Force (Sivam), Korean P-3 Spares/Repairs, New Zealand P-3 (SAL) Spares/Repairs

#### Administrative Support Specialist

March 2008 - March 2010 (2 years 1 month)

Texas

Direct Support for Contracts, Subcontracts and Export team

- Website Management – SharePoint/Lotus
- PIA Database Management/Lotus's Notes
- Training (L3U) Content Administrator and IDP Management for professional development
- Training Management/Implementation
- Customer Master Data Specialist/SAP
- Prepare proposals, labor bids, and reporting
- Additional project support to nine (9) supervisors

#### Sr. Administration, MPA Engineering

March 2006 - March 2008 (2 years 1 month)

Texas

Department support. Additional support to Director, Cost Management and Database Management.

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## Education

Texas A&M University-Commerce

Bachelor's degree, Business Leadership

## Contact

[www.linkedin.com/in/karen-humbert-58490533](https://www.linkedin.com/in/karen-humbert-58490533) (LinkedIn)

## Top Skills

Cross-functional Team Leadership  
Supply Chain  
Six Sigma

# Karen Humbert

Procurement Systems Manager at McKesson  
Dallas/Fort Worth Area

## Experience

McKesson  
Procurement Systems Manager  
July 2002 - Present

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## Contact

[www.linkedin.com/in/dave-sanders-b4b24726](http://www.linkedin.com/in/dave-sanders-b4b24726) (LinkedIn)

## Top Skills

Process Scheduler

Analysis

Inventory Management

# Dave Sanders

Manager of Subcontracts at L-3 Communications Link Simulation and Training

Dallas/Fort Worth Area

## Experience

L-3 Communications

Subcontract Manager

July 2004 - Present

Currently Managing numerous Subcontracts of multiple contract types including Cost, T&M, and FP totaling in excess of \$130M per year. These are complex Subcontracts in support of operational Military C-9 Aircraft Depot Maintenance for the US Government Fleet for the following branches: Navy, Marine, NASA and USAF Customers, Inclusive of Airframe and Engine Overhaul and the respective depots for each. Support six CLS site operations and Depot spares. World Wide AOG Support and Maintenance.

L-3 Communications Link Simulation and Training

Manager of Subcontracts

September 1999 - Present

Managed 12 professional Subcontract Administrators in a highly technical Aerospace, US, and Foreign Government procurement environment. Ensured that company procedures were written, followed and that the procedures encompassed the FAR DFARs requirements are flowed within the law and best interest of the Company and the Government. Annual purchases in excess of \$80M. Provided employees with Professional Development Planning, Annual Reviews, Guidance, and counseling for both remote and on site personnel. Development, Gathering and reporting of department Metrics. Commodity Management and developed Mentor/Protege' programs.

L3 Link simulation and training

procurement

1994 - Present

Hughes Aircraft Company

Senior Subcontracts Administrator

1984 - 1994 (11 years)

Culver City and El Segundo

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## Education

Sam Houston Institute of Technology

BS, Space Vehicle Sciences and Business · (1966 - 1984)

## Contact

[www.linkedin.com/in/matthew-valentin-b95b4392](http://www.linkedin.com/in/matthew-valentin-b95b4392) (LinkedIn)

## Top Skills

Purchasing

Supply Management

Supply Chain Management

# Matthew Valentin

Procurement at Safeway  
Bedford, Texas

## Experience

Safeway  
Procurement  
August 2008 - Present  
Dallas/Fort Worth Area

United Super Market  
Produce Manager  
August 2015 - Present  
Coppell Texas

scarrizzon@gmail.com  
Quality Control Manager/Procurement  
August 2008 - Present  
Roanoke, Texas

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## Education

The University of Texas at Arlington  
· (1999 - 2001)

Tarrant County College  
· (1995 - 1998)

## Contact

[www.linkedin.com/in/kelley-stephens-6388334b](http://www.linkedin.com/in/kelley-stephens-6388334b) (LinkedIn)

## Top Skills

Strategic Sourcing  
Vendor Management  
Strategy

# Kelley Stephens

Strategic Procurement Manager at Hewlett-Packard Enterprise Services  
Plano, Texas

## Experience

Hewlett-Packard Enterprise Services  
Strategic Procurement Manager III - Master  
April 2006 - Present  
Plano, Tx

- # Support largest and most complex new and existing business opportunities across all company strategic business units
- # Review and analyze IT strategies and align across all functional towers to meet third party supply chain objectives
- # Understand and promote shared infrastructure methodology to reduce costs and improve bottom line savings
- # Assess and provide contract risk analysis for new business initiatives across all strategic business units
- # Identify and achieve cost savings opportunities realized through promotion of cost effective solutions and alternatives aligned to meet business needs
- # Compile and present supplier contract analysis internally and to potential and existing clients
- # Draft and negotiate critical contract documents required to support business objectives
- # Train and mentor team members and relative procurement groups on complex supplier chain solutioning and complex pricing processes and requirements
- # Direct and indirect involvement in the development of policies, standards and guidelines that direct the selection, development, implementation and use of Information Technology within the enterprise

### Former Roles:

Global Purchasing - New Business Support

- # Provided third party supplier contract risk analysis for new business initiatives
- # Drafted agreements and/or documentation required for new account migrations
- # Reported, contributed to and logged cost savings opportunities realized through risk analysis of new business initiatives

- # Compiled and presented supplier contract analysis to potential client and business personnel
- # Drafted third party access, non-disclosure and third party consent agreements and documentation

## AFFILIATED COMPUTER SERVICES, INC.

Enterprise Asset Analyst

April 2005 - March 2006 (1 year)

Dallas, Tx

Software Licensing & Administration – Enterprise Asset Management

- # Provide costing and risk analysis for new business initiatives containing enterprise software

- # Draft agreements and/or documentation required for new account migrations

Decision Support Analyst

Software Licensing & Administration – Decision Support

- # Analyze Requests for Information, Quotes and Proposals,

- # Develop & deliver software cost estimates within project guidelines and timelines

- # Negotiate pricing terms and conditions with third party vendors

- # Recognize, analyze and mitigate risk factors impacting cost estimate

- # Coordinate communication and project requirements within Software Licensing & Administration organization

## FISERV SOLUTIONS, INC., D/B/A INTEGRASYS(f/k/a EDS Credit Union Industry Group)

Contract Administrator

September 2003 - March 2005 (1 year 7 months)

- # Negotiate and draft third party supplier agreements

- # Negotiate and draft non-disclosure, evaluation and beta test agreements

- # Participate in and resolve supplier contract disputes

- # Negotiate and draft client agreements

- # Provide accounts with contract interpretation and summary information

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## Education

High School

· (1982 - 1984)