

Contact

www.linkedin.com/in/simon-cardoza-93702038 (LinkedIn)
www.superiorairparts.com
(Company)

Top Skills

Chinese
Chinese culture
Chinese politics

Languages

Mandarin (中文) (Professional Working)
Spanish (Español) (Native or Bilingual)
English (Native or Bilingual)

Simon Cardoza

Procurement Manager at Superior Air Parts, Inc
Coppell, Texas

Summary

I'm able to communicate/conduct business (speak, read, and write) in English, Spanish and Mandarin.

I have been a procurement specialist for the past ten years and have extensive knowledge about contracts, terms, logistics, negotiations, purchasing, sourcing, global market, materials, and international relations. I traveled domestically and internationally, with a focus on China, overseeing quality control processes and negotiating purchases of materials used in the states for manufacturing.

Always striving for experiences and challenges that will help shape me into a better individual, personally and professionally.

Experience

Superior Air Parts, Inc
5 years 8 months

Procurement Manager
March 2019 - Present
Coppell, TX

Overseeing daily purchasing responsibilities while maintaining old and establishing new supplier relations. Working closely with engineering, sales, financing, and quality to resolve any issues affecting supply chain. Coordinate with team to maintain a 98% order fill rate for over 2000+ PMA parts while keeping inventory levels at a moderate level. Travel to conduct negotiations with current and prospective suppliers as well as quality audits to ensure all processes are being followed as per supplier's quality manuals. Establish contract terms with freight forwarders and negotiate pricing for various lanes within supply chain. Responsible for many indirect procurement items (packaging, pallets, etc) necessary to keep parts moving in and out of the facility. Help set up new ERP System (Microsoft 365) with management group.

Procurement Specialist
November 2013 - March 2019 (5 years 5 months)

Coppell, Texas

Overseeing daily SOP, forecasting consumption for over 2000+ FAA/PMA parts, managing 100 suppliers (domestic and international), generating purchase orders, working closely with Engineering/QC to ensure quality products, sourcing new suppliers, arranging logistics, locating cost savings in operations.

DS Industries

Project Manager

May 2011 - April 2013 (2 years)

Lewisville, Texas, USA

Traveled to China to negotiate contracts (in Mandarin) for a start up business that has now generated over 1 million dollars in the second year of existence. Have successfully implemented a 4 point distribution system to better service the North American market. Developed a larger product base to acquire a substantially stable customer base. Supply chain managing, purchase order creating, logistics coordinating, inventory managing and market analysis to better service the energy and other heavy industrial sectors.

UniTherm Insulation Systems

Supplies Manager / Procurement Specialist

October 2010 - April 2013 (2 years 7 months)

Lewisville, Texas

International and domestic product sourcing, negotiations, purchasing, logistics, quality control, pricing structure, supply chain management, warehouse management, distribution design, inventory management, translation & forklift driving

Yunnan Einsun Computer Software College 云南爱因森软件职业学院

Foreign Language Instructor

August 2008 - July 2010 (2 years)

Kunming, Yunnan, China 昆明市, 云南, 中国

Taught freshman/sophomore college students the fundamentals of the English language. Highlighted areas of teaching include: grammar, vocabulary, and pronunciation. Courses included: Methodology to Learning, Cultural Studies, Statistics, IT Skills, and Oral English.

Gansu Political Science and Law Institute 甘肃政法学院

Foreign Language Instructor

January 2008 - June 2008 (6 months)

Lanzhou, Gansu, China

Taught writing and lecture classes over the cultural differences between American and British cultures, societies, economies, etcetera. Class sizes varied from 40 students to 200.

High School Attached to Northwest Normal University 西北师大附中

Foreign Language Instructor

July 2007 - June 2008 (1 year)

Lanzhou, Gansu, China

Taught fifteen classes (50+ students/class) of grade one students (14-15 yrs old) every week. Spoke for forty minutes about topics ranging from culture, fashion, directions, famous places and people. Focusing on engaging the students and raising interest in the English language.

Education

University of North Texas

Bachelor of Arts (B.A.), Philosophy, International Studies · (2005 - 2007)

North Central Texas College

Associate of Arts (A.A.), Mathematics · (2003 - 2005)

Contact

www.linkedin.com/in/bryan-hensley
(LinkedIn)

Top Skills

Lean Manufacturing
Safety Leadership
Supply Chain Management

Bryan Hensley

Global Supply Chain and Construction Manager
Dallas, Texas

Summary

A strategic and results-driven supply chain manager specializing in the oil and gas industry with extensive domestic and international expertise in purchasing, procurement infrastructure development, process flow management, financial planning and strategy, financial modeling, project management, contract administration, inventory management, Lean manufacturing, and logistics. Strong understanding of cement, metallurgy, threads, pressures, drilling, and completions. Leverages excellent communication skills to lead top-performing teams. Proven aptitude for implementing forward-thinking solutions to reduce costs, improve performance/productivity, and ensure on-time delivery.

Experience

PCORE Exploration and Production II
Procurement/Logistics/Construction Manager
February 2018 - Present
Dallas, Texas

Sharyland Utilities, L.P.
Supervisor, Strategic Sourcing
August 2015 - November 2017 (2 years 4 months)
Dallas, Texas

(a Hunt Family of Dallas, Company) Reported to the Chief Financial Officer (CFO), oversee the development of Sharyland's internal supply chain and procurement infrastructure, which includes, but not limited to: process improvement initiatives, market analysis, evaluations of competitive bids, and multiple other activities as specified in the strategic sourcing and procurement process.

Hunt Oil Company
Strategic Purchasing Representative
November 2012 - August 2015 (2 years 10 months)
Dallas-TX, Iraq, and West Africa

(a Hunt Family of Dallas, Company) Reported to the Vice President of Purchasing. Managed all contracts, purchases, and logistical movements for the drilling, well completion, and production of crude oil in the Bakken Shale (North Dakota), Eagle Ford Shale (South Texas), offshore Benin (West Africa), Kurdistan (Northern Iraq) and Canada.

Halliburton

Project Manager

November 2010 - November 2012 (2 years 1 month)

Carrollton, Texas

Reported to the Plant Manager of a facility which extends more than 1.5 miles and employs 1,400 professionals. Oversaw projects related improving plant efficiency. Established tool quantities, usage, shelf space, manpower needs, and the storage area required to assemble/manufacture/purchase Completions, and Test Tools, Dynalink™ Telemetry System & Armada® Sampling System at the Halliburton Carrollton Manufacturing Facility.

STEMCO LP

Production Supervisor

June 2009 - November 2010 (1 year 6 months)

Longview, Texas Area

Managed 3rd party logistics and the procurement of brake linings from Brazil to customers in US, Canada, and Mexico. Supervised a 13 member non-union production team comprised of machine operators and shipping specialists on a high-speed automotive parts packaging and shipping operation. Monitored labor expense allocation, observed product quality, and ensured outstanding employee performance.

US Army

7 years

Supply Chain Officer - 173D Airborne BCT

September 2005 - February 2009 (3 years 6 months)

Vicenza Italy, and Eastern Afghanistan

Rated in the top 1% of the commissioned officers in the elite 173D Airborne Brigade (Sky Soldiers) Directed aerial delivery assets for the Sky Soldiers to seize any airfield in the world within 18 hours.

Determined logistics for more than 15,000 parachutes in support of over 50 training jumps in Europe

Commanded a staff of 72 military personnel and together we delivered millions of pounds of supplies to the Sky Soldiers operating in the mountains of Eastern

Afghanistan . Conducted 10 investigations to determine actions that led to individual soldier death or wounds

Infantry Team Leader / Machine Gunner - 1st IID

March 2002 - September 2005 (3 years 7 months)

Fort Riley, Kansas and Al Fallujah, Iraq

Led door to door combat, peace keeping, and humanitarian aid missions in Fallujah, Iraq from August 2003 – September 2004 with the 82nd Airborne Division, All American and the 1st Infantry Division, Big Red One.

Education

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

MS Supply Chain Management- Energy Management Focus

Texas Tech University - Rawls College of Business

Marketing, Business

Texas Tech University - Rawls College of Business

Master of Business Administration (M.B.A.)

Contact

www.linkedin.com/in/brooke-dershowitz-47456258 (LinkedIn)

Top Skills

PowerPoint
Microsoft Excel
Customer Service

Honors-Awards

Deans List
New American University Scholar

Brooke Dershowitz

Procurement Category Manager at LSG Sky Chefs
Dallas/Fort Worth Area

Summary

Experienced Senior Commodity Manager with a demonstrated history of working in the airlines/aviation industry. Skilled in Negotiation, Analytical Skills, Program Management, Change Management, and Microsoft Word. Strong purchasing professional with a Bachelor of Science (BS) focused in Logistics, Materials, and Supply Chain Management from Arizona State University.

Experience

LSG Sky Chefs
Procurement Category Manager
October 2018 - Present
Dallas/Fort Worth Area

American Airlines
4 years 10 months

Senior Commodity Manager - L4
July 2016 - October 2018 (2 years 4 months)
Dallas/Fort Worth Area

Manage Uniform Program Vendors and Contracts
Manage Vendors and Contracts for Consulting, Data Security, All HDQ related contracts (ex: Cafeteria/ Housekeeping), Facilitates Maintenance Supplies.

Commodity Manager - L3
May 2015 - July 2016 (1 year 3 months)
Dallas/Fort Worth Area

Manage Uniform Program Vendors and Contracts

Commodity Manager - L2
January 2014 - May 2015 (1 year 5 months)
Dallas/Fort Worth Area

Manage Vendors and Contracts for Onboard Janitorial Supplies, Facilitates Maintenance, Security personal
Manage Vendors and Contracts for airport services at stations

Boeing

Supplier Management/ Procurement Intern

May 2013 - December 2013 (8 months)

Mesa, Arizona

Arizona State University

Student

August 2010 - December 2013 (3 years 5 months)

Graduated with a degree in Supply Chain Management and certificate in International Business.

Sport Chalet

Sales Associate, Cashier

August 2008 - January 2013 (4 years 6 months)

Las Vegas, Nevada

Education

Arizona State University

Bachelor of Science (BS), Logistics, Materials, and Supply Chain Management · (2010 - 2013)

Contact

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

Top Skills

Healthcare

Data Analysis

Process Improvement

Honors-Awards

Gates Cambridge Scholar

Joshua Davidson

Global Strategic Sourcing and Category Management at Alorica
Dallas, Texas

Summary

Experienced strategic sourcing professional specializing in enterprise software, technology transformation and outsourced purchased services with a demonstrated (and endorsed) track record in delivering significant savings. Skilled in analytical ability, team building, strategic sourcing, supplier negotiation, and contract management. Strong program and project management professional with an advanced graduate degree in Mathematics and Computer Science from the University of Cambridge, England as a Gates Cambridge Scholar.

Experience

Alorica

Senior IT Category Manager, Global Strategic Sourcing and Procurement

July 2017 - Present

Plano, Texas

- Responsible for leading international strategic sourcing efforts encompassing approximately \$100M in annual non-inventory spend for the enterprise (software and hardware categories).
- Lead the identification and execution of cost saving projects to support the goals of strategic sourcing & procurement, from cradle to grave.
- Manage RFI, RFQ, and RFP processes and requirements
- Provide project management and cross-functional team leadership for all sourcing initiatives under assignment.

Baylor Scott & White Health

Strategic Sourcing Administrator, Outsourced Services and IT

August 2015 - July 2017 (2 years)

Dallas/Fort Worth Area

*Responsible for the contracting processes and vendor management for an assigned portfolio of outsourced and insourced services for the 50-hospital healthcare system.

- *Used effective sourcing strategies and vendor management techniques to create agreements and establish vendor relationships that meet clinical and end-user needs at the lowest possible cost.
- *Managed the strategic sourcing, competitive bid process and contract negotiation for several major purchased service categories budgeted at over \$200MM in annual spend
- *Supported the contracting needs of the Scott & White Health Plan

Vizient, Inc

Strategic Sourcing Specialist, Purchased Services and IT

December 2011 - August 2015 (3 years 9 months)

Dallas/Fort Worth Area

- * Managed twenty-five national supplier agreements in nine categories and seventeen subcategories that represented \$25M in contracted spend.
- * Managed new category bids through Novation's eighteen-month competitive bid process and developed sourcing strategy for each category in order to achieve optimal value.
- * Lead cross-functional teams (legal, marketing, risk management, finance and audit teams) to ensure delivery of best-in-class contract value to the Novation membership.
- * Negotiated terms and conditions for all components of contractual agreements including enhanced contract value through amendments and extensions.
- * Responsible for growing contract portfolio revenue and forecast (+/-5%) to budget on all twenty-five supplier agreements under management.
- * Managed contract growth strategy and supplier relationships (new product launches, innovative programs, etc.) through monthly business reviews.
- * Supported entire business unit through amendments, extensions and contract summaries.

Broadlane

Strategic Sourcing Manager, Clinical Workforce Management

January 2008 - December 2011 (4 years)

San Francisco Bay Area & Dallas, TX

- * Managed strategic sourcing projects on \$5M to \$100M of clinical workforce expenditures from RFP launch to contract execution for health systems across the nation.
- * Developed sourcing strategy for each labor sourcing project.
- * Negotiated terms and conditions of agreement with contract labor market suppliers.

- * Performed analyses to identify opportunities for cost management and conducted market research to identify appropriate nursing/allied pricing and optimal set of suppliers.
- * Created dynamic, scenario-driven financial impact and pricing models for each client and provided solutions to address unique workforce management challenges as needed.
- * Conducted Working Group and Steering Committee meetings in order to communicate market research and final recommendations to C-suite executives at client's location.
- * Worked with Broadlane Technology Team to ensure final contract was appropriately configured into proprietary workforce management technology by contract go-live date.

AmeriCorps

Commercialization Planning Consultant, Americorps Volunteer

January 2007 - December 2007 (1 year)

Oakland, CA

- * Developed and managed technology infrastructure planning and skills training program for low-income, minority or women-owned business clients.
- * Created business and resource plans for a newly created continuation program.
- * Took a lead role in grant writing, market and commercialization planning research.
- * Created feasibility studies, cost-benefit analyses and return-on-investment analyses as needed.

Education

University of Cambridge

Masters, Computer Science · (2002 - 2003)

University of Oxford

Honors Program, Mathematics and Computer Science · (2001 - 2002)

Warren Wilson College

BA, Mathematics & Computer Science · (1998 - 2002)

Contact

www.linkedin.com/in/deborah-papatonis-a2958a22 (LinkedIn)

Top Skills

Strategic Sourcing
Supply Chain
Procurement

Deborah Papatonis

Senior Manager, Strategic Procurement
Plano, Texas

Summary

Combines the best of operational excellence and high-energy performance, while maintaining a keen focus on internal and external customer satisfaction and overall process improvement. High performer both strategically and tactically. Especially proficient at establishing long-term rapport and trust with internal leadership to create a solid foundation that enables all team members to focus on the key business drivers and objectives. Provides motivating guidance and mentorship, while also holding team members accountable to deliver established goals and objectives. A fair, disciplined, reasonable people-leader. An astute and culturally sensitive procurement-focused leader who can motivate cross-functional teams of diverse professionals to deliver results that consistently meet and exceed stakeholder expectations. Responds rapidly to ever-changing business and market demands with the proven ability to communicate and persuade with precision and positive impact. Bridges the gap between procurement goals and business/technology solutions, communicating with ease to all professional levels, including technical and business senior leadership.

Experience

Alliance Data Systems, Inc.
Senior Manager, Strategic Procurement
November 2015 - Present
Plano, Texas

Responsible for conceptualizing, developing and implementing leading-edge strategic procurement initiatives related to Contract Lifecycle Management, Supplier Risk Management, Spend Analytics, Enterprise Procurement Governance and Policy Authorship/Ownership. Also responsible for managing \$50M annual spend Managed Service Provider (MSP) in the contingent labor and independent contractor workspace and ADS's enterprise-wide Supplier Relationship/Performance Management (SRM) Program. Currently leading

re-negotiation of Microsoft EA renewal, an Oracle renegotiation related to the impending divestiture of a large wholly-owned subsidiary, and the uncoupling process of more than 100 complex technology contracts related to the divestiture).

BT for Global business

Senior Procurement Manager

September 2014 - November 2015 (1 year 3 months)

Dallas Ft. Worth, Texas

Responsible for all US and Canadian procurement/contracting activities for Cisco Systems \$900M annual spend. Also managed supplier relationships for all other Business CPE OEMs supplying WAN/LAN, Security and Infrastructure products for BT's customers in-region. Strong leading member of US&C staff, integrated into all major business accounts supporting the BT Americas Global Services business model. Reported annual savings consistently in excess of 15% on a pan-program basis. Awarded Global Procurement Professional of the Year in 2015 with BT.

RGP

2 years

Senior Consultant

March 2013 - September 2014 (1 year 7 months)

Experienced IT procurement professional with extensive knowledge of software, hardware, telecommunications and IT services negotiation and contracting experience in both direct and indirect business environments. Assisted highly-valued clients in achieving optimal business relationships with technology providers and helped them achieve and maintain the most advantageous total cost of ownership for their technology and services requirements.

Senior Category Manager

October 2012 - March 2013 (6 months)

Dallas, Texas

Senior Category Manager responsible for creating and negotiating Master Services Agreements for a global services enterprise.

Acelity

Senior IT Sourcing Manager

January 2008 - December 2012 (5 years)

San Antonio, Texas Area

Primary contract and statement of work (SOW) manager reporting to the Director of Global Procurement. Managed all agreement and SOW processes for IT vendors doing business with IT on a global scale. Developed and managed entire maintenance process for HW, SW and SaaS for all KCI IT vendors. Direct experience in negotiating and managing contracts for Oracle, MSFT, IBM, HP, Cisco, EMC, SFDC, Citrix, Dell, AT&T, Verizon, Sprint, etc., IT and telecom services, hardware and software products, with a primary interest and acumen in software negotiations.

Gartner

12 years

Major Accounts/Relationship Manager

2006 - 2009 (4 years)

Primary liaison between Gartner services and assigned global CIO clientele. Performed business analyst and primary relationship management role to assist CIO clients with those issues that "kept them awake at 3am". First line contact and responsible for the overall relationship for these VIP clients. 100% client retention throughout assignment.

Global Account Manager

1998 - 2006 (9 years)

Dallas/Fort Worth Area

Global Account Executive responsible for managing major account relationships in the Telecom and Semiconductor vendor community. Achieved Winner's Circle Status 7 out of 8 years in this position.

Texas Instruments

Purchasing Manager, Software Division

1986 - 1998 (13 years)

Dallas, Texas

Managed a team and was personally responsible for managing all marketing services (including all requirements for TI's software business), contract labor contracts, travel (airline, hotel, car rental), construction services and manufacturing-related contracts role. Prior to the SW Division role, I was also on the application team that wrote the successful Malcolm Baldrige application the year TI won the award.

Education

The University of Texas at Dallas

Bachelor of Science (BS) · (1984 - 1986)

The University of Texas at Austin

Contact

www.linkedin.com/in/andrewchristian1 (LinkedIn)

Top Skills

Buying
Stores
Sourcing

Certifications

Lean Six Sigma Green Belt

Andrew Christian

Procurement Category Manager
Frisco, Texas

Summary

Respected leader, thought provoker, problem solver, challenger of the status quo, efficiency seeker, executive relationship manager, effective influencer.

Experience

Fannie Mae
Procurement Category Manager
March 2015 - Present
Dallas, Texas

Strategic Sourcing, contract negotiation, drafting, SLA management, Vendor Management for Title/Closing companies, Broker Sourcing, and various other business process outsourcing.

Fidelity Investments
Category Manager Professional Services
December 2011 - February 2015 (3 years 3 months)
westlake, tx

Experienced procurement professional, currently in a Category Management role for IT Professional Services. Driving focus and results to achieve business objectives, reducing cost, mitigating risk and providing solutions. Other categories of expertise include: Financial Services, Real Estate, Security, Legal, and Corporate Services. including but not limited to: Sourcing, Vendor Management, Contract Negotiations, Contract Management, Reporting and Analytics, Executive Presentations, and Relationship Management.

JCPenney
Senior Sourcing Specialist
March 2005 - October 2011 (6 years 8 months)
Plano, TX

Managed procurement activities for Digital Marketing. This includes the complete procurement process from RFI to Vendor Closeout including but not limited to: sourcing, contract negotiations & management, vendor management, spend analytics and reporting, supplier reviews, payment

issues, inventory management, and supplier terminations. Digital Marketing included everything from SmartPhone Apps to Search (SEO & SEM), Digital Agency Ad placement, Email, Social, and mobile.

JCPenney

Senior Sourcing Specialist

March 2005 - August 2011 (6 years 6 months)

Current duties include managing approximately a \$35million spend on high grades of publication paper for our Direct Mail program. I work with internal clients to meet the needs of the marketing department to convey the best message to the customer. Working through tight deadlines, last minute changes, and a volatile paper market I execute flawlessly our paper plan to ensure 100% delivered paper on time.

JCPenney

Intern

March 2005 - December 2006 (1 year 10 months)

During my internship I had the duties of buying all visual materials for our in store marketing program for over 1100 stores, supporting 200+ internal client needs, while always making sure the products arrived on time and were cost effective. I also helped develop the new store opening box program as JCP opened 50 stores per year for a short time. This later transferred into a full time position upon my graduation.

Education

University of North Texas

Bachelor of Business Administration, Finance · (2003 - 2006)

Collin County Community College

n/a · (2001 - 2003)

Contact

www.linkedin.com/in/brian-holbrook-mba-973b207 (LinkedIn)
www.kerry.com (Company)

Top Skills

Purchasing
Continuous Improvement
Supply Chain Management

Languages

English (Native or Bilingual)

Brian Holbrook, MBA

Sr Capital Procurement Manager at Kerry
Fort Worth, Texas

Summary

Indirect and capital procurement leader with a diverse background across multiple industries with both regional, and global organizations, An engineering education and background have supported career-long excellence in cross functional engagement with engineering and technical teams to drive change and deliver key projects. I have extensive experience supporting both food and construction manufacturing, with category leadership roles in processing, packaging, construction, utilities, IMAS, and MRO.

Specialties: Indirect, Purchasing, CAPEX, Procurement, Negotiation, Engineering, Industrial Services, IMAS, Processing, Packaging, Construction, Building Materials, Dairy, Sugar Refining, Powder Handling, 3A, Category Management, SRM, Procurement Transformation, Capital

Experience

Kerry

Sr Procurement Manager, Indirect
November 2017 - Present
Dallas/Fort Worth Area

Capital & Engineering Services Procurement Manager for Kerry North America. Define category sourcing strategies and support overall development of the capital acquisition process supporting 40+ facilities across North America. Establish category strategies for 150-250M annually, as part of the ground up construction of the centralized capital procurement structure. Development of transformative projects for managing indirect spend. Development of organization tools for SRM and Category Management.

Danone

6 years 11 months

Sr Manager SSD Capex & Industrial Services
April 2017 - November 2017 (8 months)
Dallas/Fort Worth Area

Manage and define sourcing strategies for capital investment projects, industrial indirect services, and major MRO spend at network factories across North America including legacy Danone and legacy White Wave locations (Danone-Wave/Danone North America). Support category spend ranging from \$80-250M annually. CAPEX Category leader for packaging machinery, MRO consumables, and facility management services.

Senior Manager CAPEX & Industrial Services, Sourcing & Supplier Development North America

January 2011 - November 2017 (6 years 11 months)

Fort Worth, TX

Project sourcing and supplier relationship management for a portfolio of CAPEX and manufacturing focused suppliers and investments for Danone North America. Category leader for all processing-related equipment and services in North America. Additional responsibilities in site-specific indirect services and capital related MRO commodities. Manage commercial activities for projects ranging from \$100k to \$60M in total spend including packaging, processing, construction, and utilities categories. Work with global category management and regional technical peers to implement global purchasing strategies. Developed pilot program to merge CAPEX buyer role with support of major industrial services and create engagement by equipment buyers through investment's entire life cycle.

Florida Crystals

Sr Capital Purchasing Buyer

May 2008 - December 2010 (2 years 8 months)

West Palm Beach, Florida Area

Functioned as a senior buyer of capital goods and industrial services for major projects located throughout the US for Florida Crystals and its affiliates. This role worked collaboratively with engineering to provide operations management with a resource to facilitate the efficient completion of capital projects. Category management with a focus on packaging equipment and technologies. Supported projects ranging from \$100k to \$20M across multiple sweetener refining and packaging facilities across North America.

Cast Crete Corporation

Division Manager, Building Products

March 2007 - April 2008 (1 year 2 months)

Lakeland, Florida Area

As the manager of Cast-Crete's Building Products Division I was responsible for the purchasing, distribution, and sales operations of all products not

manufactured internally. In this capacity I supervised a staff of purchasing and warehousing personnel and worked in conjunction with a dozen remote branch managers. Additionally, I served as a technical representative for the company-wide sales force and work with commercial customers on all on-going projects contracted with the division's fabrication facilities. I was also responsible for the activities of the company's internal and external engineering/detailing services as well as sales support for all distributed products. As division manager I reported only to the President of Operations and the CEO. Additionally, I maintained all duties and responsibilities held as a purchasing manager.

Cast Crete Corporation

Purchasing Manager

May 2004 - March 2007 (2 years 11 months)

Tampa/St. Petersburg, Florida Area

Supervised company wide procurement and MRP teams and was responsible for directing the operations staff in Cast-Crete's plant supply warehouse, rebar fabrication shop, and a 60,000 square foot distribution center. I was directly involved in purchasing construction-related products for 15 branch locations and outside distributors, including numerous import items. In this capacity, I had direct experience sourcing commodities such as steel, cement, plastics, lumber, fuel and chemicals as well as capital equipment and MRO supplies. At this company I directed more than \$40 million in purchases annually, and oversee the administrative aspects of all purchases. As purchasing manager, I implemented systems contracts, cost reduction initiatives, supplier agreements, and established the organization's first formalized supplier relationship management program. Worked cross functionally with logistics and manufacturing teams to capture synergies with P&L Impact approaching of \$400k.

Education

University of South Florida

BSIE, Industrial Engineering · (1999 - 2003)

Columbia Southern University

MBA, Marketing Concentration · (2004 - 2008)

University of South Florida

Bachelor of Science (BS), Industrial Engineering · (1999 - 2003)

University of Houston-Clear Lake

Master of Science - MS, Engineering Management · (2018 - 2021)

Contact

www.linkedin.com/in/susan-h-stanley (LinkedIn)

Top Skills

Supply Management
Procurement
CSCP

Susan Stanley

Sr. Manager, Global Procurement Services at Research Now
Dallas/Fort Worth Area

Summary

Specialties: CSCP, Certified Supply Chain Professional

Experience

Dynata

Sr. Manager, Global Procurement Services
April 2013 - Present
Plano, TX

Providing value at all levels:

- * P2P initiative that increased DPO by 25%.
- * Workflow for on boarding Vendors to ensure GDPR compliance.
- * Credit Card programs implemented globally that drive the business need.
- * Re-imagining the procurement processes & policies to make sense for today's needs.
- * True cross-functional partnerships between Legal, Finance & Sales/Product to achieve the company's best interests.

Brinks Inc.

Procurement Manager
April 2011 - March 2013 (2 years)

Keeping Secure Logistics Secure:

- Annual productivity improvements by leading internal and joint supplier/company teams pursuing TCO reduction opportunities
- Strategic sourcing of the indirect spend category for 140+ physical branches.
- Complex contract negotiations and reviews.
- Negotiated contract and savings to take invoice mailing for company back in-house.
- Vendor Management & Contract Management.

NTX APICS

Treasurer
2010 - 2011 (2 years)

Celanese

MRO Sourcing Operations Manager, North America

September 2007 - September 2010 (3 years 1 month)

MRO Inventory Asset Manager, 9/2007 to 5/2008

Highlights:

Transformed purchasing group into a Transactional Center and Technical Buyer Group, thus increasing the value added savings on high dollar, critical materials. Implemented electronic B2B solution including a global catalog and multinational procurement transmissions.

Used Six Sigma methodology to improve processes. Implemented full range of metrics to monitor the operations and inventory efficiencies. Responsible for \$35MM in inventory assets and \$320MM in supply management spend.

R & J Consulting, Inc.

Consultant

March 1992 - September 2007 (15 years 7 months)

Provided Inventory and Procurement Management Services to global chemical company.

Provided Software programming & support services to global chemical company & government corp of engineers.

Provided outsourcing services to client companies.

Education

The University of Tulsa

BS, Petroleum Engineering (136 Hrs) · (1981 - 1986)

Contact

www.linkedin.com/in/yelena-rodriguez-54393014 (LinkedIn)

Top Skills

Contract Management
Procurement
Natural Gas

Languages

Spanish

Yelena Rodriguez

Procurement Manager at Lucid Energy Group
Dallas/Fort Worth Area

Summary

Experienced Procurement Manager with a demonstrated history of working in the oil & energy industry. Strong purchasing professional skilled in Management, Fleet Management, Contract Management, and Supply Management.

Experience

Lucid Energy Group
Procurement Manager
April 2016 - Present

- Help Lucid ensure it is best legally protected with respect to its construction / service contracts and contracting practices.
- Ensure all construction files are maintained in good order (construction contracts, MSAs, insurance, task orders, equipment leases, etc.).
- Proactively communicate with COO and other construction personnel to keep up with task orders and change orders.
- Be gatekeeper / first line of defense for legal department on all construction issues.
- Develop profitable purchasing strategies.
- Create and maintain Approved Manufacturers List and Approved Suppliers List.
- Prepare and implement effective negotiation tactics.
- Implement and manage process with Engineering & Operations to ensure quality of goods and services received, along with to maintain sufficient inventory for critical operations.
- Track and report functional metrics to reduce expenses and improve effectiveness.
- Perform risk management activities regarding goods and services supply contracts and agreements.

Lucid Energy Group
Construction Contracts Manager
April 2014 - April 2016 (2 years 1 month)

- Help Lucid ensure it is best legally protected with respect to its construction / service contracts and contracting practices.
- Ensure all construction files are maintained in good order (construction contracts, MSAs, insurance, task orders, equipment leases, etc.).
- Proactively communicate with COO and other construction personnel to keep up with task orders and change orders.
- Be gatekeeper / first line of defense for legal department on all construction issues.

Crestwood Midstream Partners LP

Administrative Services Manager

October 2010 - April 2014 (3 years 7 months)

- Fleet administrator, responsible for managing fleet for the entire company, from ordering to keeping up with registration renewals to approving all auto PO request and correspondence between Crestwood and ARI, the fleet management company.
- Assist buyers in procurement process including requisitions, request for quotes, purchase orders and vendor follow-up and correspondence.
- Responsible for auto and trailer licensing and titling on company owned vehicles.
- Assist with MSA processing, follow-up and correspondence.
- Assist with setting up new vendors for the company.
- Assist in maintaining Supply Chain section of company intranet page.
- Responsible for ordering business cards, company stationary, and paraphernalia for entire company; while maintaining the company store where all employees can purchase from.
- Assist with ordering office supplies and keeping supply inventory current.
- Responsible for managing the office; ordering furniture, maintaining parking spaces for employees, seating of new employees, etc.
- Assist with planning company functions from holiday parties to various employee outings.

Quicksilver Resources Inc.

Purchasing Specialist II

June 2003 - October 2010 (7 years 5 months)

- Responsible for all MSA processing, follow-up and correspondence
- Responsible for ordering all well and lease signs
- Assist in maintaining supply management section of intranet
- Assist in auto accident reporting, licensing and titling

- Assist buyers in procurement process including requisitions, request for quotes, purchase orders and vendor follow-up and correspondence
- Maintain, create and update multiple spreadsheets/forms/charts/graphs
- Data entry, filing, schedule training sessions
- Manage fleet for the entire company, from ordering to keeping up with registration renewals

Education

Tarrant County College

Associates, Business · (2002 - 2006)

Contact

www.linkedin.com/in/josh-willis-ba563010 (LinkedIn)

Top Skills

Cross-functional Team Leadership
Supply Chain Management
Global Sourcing

Languages

English

Certifications

Certified Professional in Supply Management
Lean Six Sigma

Josh Willis

Senior Manager, Global Procurement and Supply Chain
Dallas/Fort Worth Area

Summary

Experienced leader with excellent communication skills and experience managing and improving all areas of the value chain. Leverages experience, technical background, and initiative to improve business processes and drive change.

Experience

II-VI MARLOW

Senior Manager, Global Procurement & Supply Chain
May 2017 - Present
Dallas/Fort Worth Area

Ashland Hardware Systems

Global Sourcing and Planning Manager
June 2014 - April 2017 (2 years 11 months)
Dallas/Fort Worth Area

Overhead Door Corporation

Commodity Manager
March 2012 - June 2014 (2 years 4 months)

L-3 Communications

Supply Chain Manager
August 2006 - March 2012 (5 years 8 months)

Alcatel-Lucent

Commodity Manager
May 2005 - August 2006 (1 year 4 months)

Education

The University of Texas at Dallas

Master of Business Administration (M.B.A.), Product Life Cycle and Supply Chain Management · (2011 - 2013)

Texas A&M University

BBA, Marketing · (1991 - 1996)

Contact

www.linkedin.com/in/ken-roubik-4361b85 (LinkedIn)

Top Skills

Procurement
Supply Management
Strategic Sourcing

Ken Roubik

Procurement Manager - Services Procurement at Texas Instruments
Plano, Texas

Summary

Experienced Procurement Manager with a demonstrated history of working in the semiconductor industry. Skilled in Negotiations, Operations Management, Strategic Sourcing, Production Planning, and Contract Management. Implemented numerous process improvements or new processes. Collaborated with internal stakeholders and suppliers to identify cost reduction opportunities.

Experience

Texas Instruments

21 years 6 months

Procurement Manager - Services Procurement

April 2012 - Present

Dallas/Fort Worth Area

Manage the procurement of contingent labor and consulting services with emphasis on engineering and IT roles.

Utilize the IQN VMS. Proficient in reporting from IQN.

Developed tools for proper work categorizations (consulting vs contingent).

Developed methods to utilize the Vendor Management System (VMS) to collect supplier project performance.

Developed a "heat map" methodology to map the supply base on a cost and performance basis.

Significantly improved statement of work quality through improved templates, drafting guides and close partnering with internal stakeholders.

Procurement Manager - DLP

2006 - March 2012 (6 years 3 months)

Dallas/Fort Worth Area

Managed the procurement of direct materials and finished goods for the DLP business unit.

Oversaw the management of a multi million dollar inventory of both finished goods and direct materials including adjusting inventory strategies.

Conducted sourcing strategy development and supplier selection methodologies.

Conducted pricing and terms negotiations across multiple suppliers.

Increased profit from operations by 4% through negotiated price reductions.

Implemented MRP order processing.

Procurement Specialist

1998 - 2006 (9 years)

Dallas Texas

Managed cylinder gas, bulk gas, and photo resists procurement as part of the TI Chemical and Gas procurement team.

Managed the Chemical Dock services contract for TI as part of the Chemical and Gas Procurement team.

Supported capital equipment purchases of development equipment as part of the Wafer Fab Capital Equipment team.

Purchased ASIC devices for the DLP Business Unit including sourcing of design on new devices. Managed inventory and implemented automated MRP processes in SAP.

Air Products and Chemicals

7 years

Lab Manager

1994 - 1997 (4 years)

Managed a team of laboratory technicians that conducted finished goods analysis.

Set up manufacturing and testing process to support EPA protocol mixtures including developing a Visual Basic database to track testing and manage instrument and staffing utilization.

Production Supervisor

1991 - 1994 (4 years)

Gas Fill and Gas Blending Supervisor. Supervised nine unionized hourly employees. Responsibilities included work assignments for hourly workers, training, procedure development, order scheduling, and quality troubleshooting.

Improved on time delivery from ~70% to over 90%.

Improved productivity by automating the generation of production recipe calculations.

Standardize production methodologies to improve productivity and quality.

United States Navy

Submarine Officer

1987 - 1991 (5 years)

Groton CT

Nuclear trained , submarine qualified officer.

Held positions of Chemistry and Radiological Controls Officer, Sonar Officer, Acting Weapons Officer, Damage Control Assistant, Ships Quality Assurance Officer, Ships Diving Officer.

Awarded two Navy Achievement Medals for performance while on board.

Made three overseas deployments plus numerous shorter duration training exercises.

Education

Illinois Institute of Technology

BS, Chemical Engineering · (1981 - 1986)

Contact

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

Top Skills

Project Management
Cross-functional Team Leadership
Outsourcing

Certifications

NAUI
Coupa Procure to Pay Certification
Procurement Transformation with
SAP Ariba and SAP S/4HANA
PMP
Coupa Implementation Certification

Honors-Awards

Encore Bravo Award
Performance Recognition - Focus on
Delivery Excellence
Applause Award

Daniel Haitz, MBA, PMP

Consulting Manager, Sourcing and Procurement at Deloitte
Dallas, Texas

Summary

I am currently a Sourcing and Procurement Manager at Deloitte. I'm an experienced functional consultant with a heavy background in sourcing and procurement, process design, requirements gathering, and project management for technology implementations, financial operations, and supply chain operations.

My experience includes a wide breadth of projects such as Sourcing, testing, SAP Data Management, Ariba Implementations, Accounting Process Improvement (Supply Chain Finance), Spend Assessments, Sales Bid and Proposal work for outsourcing, Zero Based Budgeting, Program Management. My specialties include crisis management, negotiations, and strategy development / execution surrounding process creation, integration, or improvement.

Myers Briggs Type Indicator: ESTJ, Extroversion, Sensing, Thinking, Judging with high scores for Extroversion and Thinking

- *Seeks to point out and correct flaws in advance
- *Critiques in a logical and objective way
- *Gets to the core of the situation directly
- *Decides and Implement quickly
- *Task-oriented and Committed
- *Provides Stability and Predictability
- *Focused on Efficiency and productivity

Professional Skills

- Financial planning/Accounting • Cross-functional Leadership
- Project Management • Negotiations
- Supply Chain Analysis & Optimization • Cost Analysis
- Data Management • Financial Analysis
- Microsoft Project • Microsoft SharePoint
- Outsourcing • Sourcing / Procurement
- Process Design and Process Improvement

*PowerPivot, PowerView, PowerBI in depth knowledge and practical application - Rapid Global Dashboard Creation
Ariba Sourcing, Ariba Contracts, Ariba Contract Compliance

MBA Supply Chain Focus 2014 Arizona State University
PMP Certification
Ken Blanchard Leadership Training

Finally, I love fitness. I spend multiple nights a week in the gym, play basketball 3x a week, play on softball teams year round, was an All-American swimmer, and am a Texas boy at heart so football is in the DNA.

Experience

Deloitte
Consulting Manager, Sourcing and Procurement
April 2017 - Present

Accenture
Sourcing and Procurement Manager, Consultant
January 2016 - April 2017 (1 year 4 months)
Dallas/Fort Worth Area

KPMG
Senior Associate Consultant
April 2014 - January 2016 (1 year 10 months)
Dallas, Texas

Infosys Consulting, Inc.
Business Transformation Consultant
March 2011 - March 2014 (3 years 1 month)

Program Manager working with Business functional teams to develop strategy, design, and translate their needs across finance and supply chain processes to actual technical implementation. Most of my work surround process design, process improvement, process implementation, or process integration work.

IBM

Business Transformation Consultant

July 2009 - March 2011 (1 year 9 months)

Worked as a Consultant in the Strategy and Transformation Practice of IBM Global Business Services gaining valuable training and experience working on a variety of projects (sourcing, SAP, strategy, Sales proposal)

ITT Systems

Global Commodity Manager

May 2008 - August 2008 (4 months)

Worked as a global commodity manager in several different commodities (steel, epoxy, chemicals) trained on the Premier Sourcing Process used by many firms today

Education

Arizona State University

Master of Business Administration (M.B.A.), Logistics, Materials, and Supply Chain Management · (2013 - 2014)

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

BS, Supply Chain and Finance

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

Bachelor of Science; Bachelor of Science, Finance (Senior); Supply Chain Management; Finance

Contact

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

Top Skills

Business Intelligence
Six Sigma
Supply Chain Management

Languages

English
Spanish

Certifications

Green Belt - Lean Six Sigma

Antonio Simancas

Sr. Manager Vendor Management at Samsung Electronics America
Dallas/Fort Worth Area

Experience

Samsung Electronics America
Sr. Manager Vendor Management
April 2018 - Present

Samsung Electronics America
5 years 6 months

Procurement Manager
September 2015 - Present
Richardson, Texas

Sr. Sourcing Specialist
January 2014 - August 2015 (1 year 8 months)
Richardson, Texas

Responsible for strategic sourcing and negotiation of procurement contracts, costs, and terms for assigned projects.

- * Conduct detailed market and supplier research
- * Drive strategic sourcing / RFP process execution
- * Analyze procurement spend data
- Create and align purchasing guidelines, policies, and strategies with internal business units' priorities

The University of Texas at Dallas
M.S. Supply Chain Management Student
August 2012 - April 2014 (1 year 9 months)

- * President of Institute for Supply Management (ISM) | University of Texas at Dallas
- * VP of Supply Chain Leadership Council (SCLC) | University of Texas at Dallas

American Electric Power
Procurement & Transmission Business - Summer Intern
May 2013 - August 2013 (4 months)

- * Supported negotiations and supplier selection for strategic equipment – Built analytical models to evaluate supplier bids and future price adjustments – Achieved estimated savings of \$20MM
- * Developed a Market Intelligence report to inform Project Managers of market and supplier conditions, allowing them to make informed purchasing decisions – Built tools and reports

Advantis Management Consulting Consultant II

March 2011 - June 2012 (1 year 4 months)

- * Performed project and company valuation in the Petrochemical Industry– Built business case designed to attract private investment
- * Performed Activity Based Costing/Cost to Serve analysis at a top pharmaceutical distribution company – Carried data collection and analysis, supported meetings and presentations with client in order to increase business profitability by cost reduction technics
- * Led account planning/sales management at a top pharmaceutical distribution company – Built Excel tools with metrics that helped the sales department keep track of customer performance, supported client segmentation

PwC

Consulting Intern

July 2009 - December 2009 (6 months)

- * Developed a management model for insurance companies that allows the monitoring of performance and goal achievement, in order to support managerial decisions
- * Constructed metrics through the use of Business Intelligence tools: Qlikview and Illuminate
- * Designed metrics involving the Balanced Score Card theory

Banco Mercantil

Process Optimization Intern

May 2008 - July 2008 (3 months)

- *Optimized Processes in the Call Center of the Mercantil Bank by focusing on value added tasks

and reducing variability in the process – Focused on Lean Six Sigma Methodology

Education

The University of Texas at Dallas

Master of Business Administration - MBA, Finance, General · (2015 - 2017)

The University of Texas at Dallas

M.S, Supply Chain Management · (2012 - 2013)

Universidad Simón Bolívar

B.S, Production Engineering · (2004 - 2010)

University of Oklahoma

Bachelor of Science (BS), Industrial Engineering · (2008 - 2009)

Los Arcos

· (1993 - 2004)

Contact

www.linkedin.com/in/shannon-kemper-cmrp-68591939 (LinkedIn)

Top Skills

Food & Beverage
Employee Training
Management

Shannon Kemper, CMRP

Manager, Procurement at CHRISTUS Health
Fort Worth, Texas

Summary

Experienced Procurement Manager with a demonstrated history of working in the hospital & health care industry. Skilled in Sales, Customer Relationship Management (CRM), Pricing Strategy, Management, and Employee Training.

Experience

CHRISTUS Health

5 years 8 months

Manager Procurement

June 2015 - Present

Irving, TX

Member of the team receiving Healthcare Purchasing News 2016 Supply Chain Department of the Year award.

Procurement Specialist

May 2014 - June 2015 (1 year 2 months)

Irving, TX

- Responsibility includes all purchasing aspects for 7 CHRISTUS Health Medical Systems comprised of 29 Hospitals and 72 Medical Clinics.

- Conducting analysis of operations, quality, cost, service, specifications and other factors in order to recommend vendor selection and product standardization for the region. Maintains contact with vendors, sales representatives and departments in order to standardize supplies.

- Obtains and analyzes a variety of products and service information including specifications, price structures, payment terms, availability, contractual arrangements, service requirements, warranty coverage and so forth.

Determines most favorable quotations based upon analyses and Procurement Center operations.

- Responsible for driving purchases to contracted suppliers, enforcing contract compliance, standardization.

Buyer

November 2013 - May 2014 (7 months)

Irving,tx

Provides operational procurement services for the Christus Health System. Responsible for ordering and procuring medical and surgical supplies, as well as providing high level purchasing support as necessary.

- Orders supplies and services to meet departmental demand in a timely, accurate, and efficient manner
- Ensures all purchasing activity is performed in accordance with purchasing policies and procedures.
- Works closely with departments and vendors to resolve backorder issues and/or secure acceptable product substitution when necessary and ensures products are purchased at contract price
- Works with Receiving and Delivery personnel on delivery of shipments and delivery dates.
- Works as needed with Accounts Payable to resolve invoice discrepancies including price, quantity, and/or receiving issues.
- Assists with special projects whereas reducing as needed that will benefit Christus Hospitals

Cypress Station Grill

General Manager

June 2008 - November 2013 (5 years 6 months)

Cypress, TX

General Manager of Cypress Station Grill, reporting directly to the business owner. Responsible for managing a staff of about 50+ employees, for a business grossing \$2.5M, as well as the lead manager for the recruiting and staffing of the restaurant.

- Coordinates and designs all marketing and promotional material, involved in all stages of the process including but not limited to: magazine and newspaper advertisements, designing of frequent diner cards, e-mail club mail outs, and all social media
- Develops and designs the restaurant menu, keeping it up to date, as well as producing a new bar menu every quarter
- Created and instituted an employee training program for the all front of house staff hired on to construct a cooperative team committed to premium guest service and optimum profitability as part of HR responsibilities
- Manages the cost estimation, collection and validation of consumable pricing data to ensure that overhead costs are kept to a minimum for all orders, responsible for stock rotation, and cashing out daily profits

- Maintains customer relationships and provides feedback to any customer complaints, via phone, e-mail, or in person in a professional demeanor to uphold the excellent reputation of the restaurant
- Maintains strong relationships and communication with Vendors/Suppliers, ensuring contracts are up to date, orders are placed and received timely, invoiced properly, and meet financial requirements
- Works simultaneously on multiple projects, sometimes with conflicting priorities, where attention to detail and adhering to strict deadlines is imperative

Goodson Middle School

Student Teacher

January 2009 - May 2009 (5 months)

- Worked with a culturally and socioeconomically diverse group of seventh graders of various ability levels using a middle school English curriculum, complemented with a computer based learning component
- Collected meaningful data including pre/post assessments and a variety of formative assessments to chart student growth.
- Incorporated motivational incentives to instill confidence and encourage student achievement through the semester
- Utilized a Texas Certificate of English as a Second Language to design appropriate curriculum and programs, keeping in mind students' levels and goals; as well as conducted one-on-one tutoring sessions with ESL students

Education

Texas A&M University

Interdisciplinary Studies, English/History · (2006 - 2008)

Contact

www.linkedin.com/in/amanda-trippler-6b9a4a11 (LinkedIn)

Top Skills

Inventory Management
Retail
Merchandising

Amanda Trippler

Manager - Indirect Procurement at Coca-Cola Southwest Beverages
Dallas/Fort Worth Area

Summary

Process and results focused professional with over 15 years of diverse experience in Indirect Procurement and the Construction industry. Strong track record and reputation as a "doer" who is willing to take on any challenge. Proven ability as a self motivator who delivers results based on understanding project scope, project management, asking questions and self-teaching new skills if needed. Strong leader of peers and partners with ability to bring all parties together to get the job done. Passionate about process improvement and how improvements impact and benefit all parties involved.

Willing to relocate for the right opportunity.

Experience

Coca-Cola Southwest Beverages
Manager - Indirect Procurement
October 2018 - Present
Dallas/Fort Worth Area

Coca-Cola Southwest Beverages
Senior Indirect Procurement Specialist
November 2016 - Present
Dallas/Fort Worth Area

Senior Indirect Procurement Specialist for Coca Cola Southwest Beverages which include 10 production plants, 45 distribution centers, corporate offices and fleet centers located in three states. Responsibilities include vendor management, process implementation and execution, strategic sourcing, RFP creation and execution, contract negotiation, execution and enforcement.

Currently managing over \$60 million in indirect PO spend.

Increased recycling rebate return by over 110% in one year. Returns to company eclipsed \$1 million for first time.

Bottler representative SME for national Logistics and Indirect Procurement councils. Input on national bids, business requirements, national contract language and facility business needs.

Total 2018 year to date savings through strategic sourcing equal over \$800,000.

Liaison between facilities and IT/accounting departments in relation to SAP process and training.

Instituted company programs for disaster relief, waste management, contract creation and execution, record storage and destruction.

Oldcastle BuildingEnvelope

Program Manager

October 2015 - November 2016 (1 year 2 months)

Manage largest retail account for National Accounts division - \$3.5 million in annual sales

Facilitate and execute life cycle of 100+ projects a year. Responsibilities include plan review, shop drawing execution, takeoffs, order entry, shipping logistics, customer and internal metrics, forecasting and invoice reconciliation.

Issue resolution with internal team members, external vendor partners and third party stakeholders in order to deliver material on time and complete to meet customer's project execution timeline.

Assist team members with additional workload requirements including ownership and execution of additional accounts for extended time period.

Target

10 years 10 months

Senior Indirect Procurement Analyst

October 2008 - October 2015 (7 years 1 month)

Minneapolis, Minnesota

Accountable for the operational execution of 20+ non retail material packages in relation to Target new, remodel and existing stores within the US and

Canada. Responsibilities include inventory management, procurement, forecasting, vendor management and issue resolution.

Vendor auditing of account payables resulting in over \$400,000 returned to company.

Partnered with internal partners in Asset Protection to institute new process for key/core store security resulting in 5% savings in payroll for stores and quicker delivery of product resulting in less time that stores are at risk for increased theft.

Created new key/core hierarchy for Canadian stores which simplified the ordering process and allowed for uniformity throughout portfolio.

Provides material usage and transportation metrics for sourcing events resulting in 5-10% savings.

Created new ordering process with Special Projects team to assist with information communicated between teams and eliminate missed orders.

Named leadership committee member of SAP Professional network.

Senior Indirect Procurement Coordinator

January 2005 - October 2008 (3 years 10 months)

Accountable for the execution of fixture deliveries to Target new and remodel stores. Responsibilities included assisting category analyst with metrics, vendor management, approval and monitoring of store orders to maintain store opening deadline and overall budget.

Trained and supervised day to day workload of contractor staff.

Developed purchase order confirmation process resulting in over \$100,000 in savings in first store cycle after process was implemented.

Helped to reduce excess fixture ordering costs by over \$400,000 for one year.

Reduced ordering errors from material received by internal partners to .01% in less than one year.

Contractor from August 2004 to January 2005.

Education

University of Minnesota-Twin Cities

Bachelor's Degree, Urban Studies/City Planning · (1993 - 1997)

Contact

www.linkedin.com/in/krystal-jackson-a6564846 (LinkedIn)

Top Skills

3PL

Warehousing

Warehouse Management

Krystal Jackson

Logistics Procurement Manager
Grand Prairie, Texas

Summary

A professional with 18 years of experience in directing and implementing logistics plans, ensuring occupational safety procedures and the efficient utilization of manpower and resources and offer my experience related to all aspects of managing customs compliance, inventory control, customer service and transportation logistics management.

- Yellow Belt - Six Sigma
- OSHA 30 Certificated 2015
- TMW System 2012
- OSHA 10 Certificated 2012
- DOT Certificated 2012
- Lean Logistics 2009
- WES (Warehouse Efficiency System) 2009
- SAP 2006
- MAXIMO (STEAM) | Container Management (CMST): 2006
- FEDLOG 2003
- 3PL knowledge
- Inventory control
- LTL knowledge
- Reverse logistics
- Inventory control procedures
- Inventory management
- Employee development and management
- Materials accountability
- Scheduling
- Hazardous Materials Endorsement
- SAP warehouse management systems
- WES and WMS distribution systems
- Shipping and receiving
- JD Edwards
- Oracle

- Unit Level Logistics Systems- Ground (ULLS-G, ULLS-S4) | Standard Army Retail Supply System (SARSS-1)| Armorer's Course on Specialized Weapon Systems Training: 2001
- MOS 92A, Quartermaster, General
- MOS 92Y, Unit Supply Specialist
- Shipping and Receiving Clerk (DOT 222.387-050)
- Shipping, Receiving, and Traffic Clerks (OES 58028)
- Stock Clerk (DOT 222.387-058)
- Stock Clerks - Stockroom, Warehouse or Storage Yard (OES 58023)
- Stock Clerks- Stockroom, Warehouse or Storage Yard (ONET 43-5081.03)

Experience

Thompson Pipe Group
 Logistics Procurement Manager
 March 2018 - Present
 Grand Prairie

- Directly manage a team of 30 in logistics operations.
- Over seeing the supply chain & logistics management and managing the complete end to end procurement processes.
- Conducts the supplier subcontract selection process performs costs/price analysis and conducts terms and conditions negotiations.
- Conduct analysis, negotiating contract terms and conditions, and finding best deals.
- Sourcing and procuring materials for sample and production.
- Audited and resolved accounts receivables and accounts payable issues.
- Develop and administer subcontracts and purchase orders, development of request for proposal, analysis and evaluation of vendor quotations, drafting of the vendor contracts.
- Track and monitor suppliers progress, initiating the supplier subcontract agreement.
- Develop and implement a strategic plan for logistics sourcing policies and procedures.
- Establish relationships with new vendors; maintain and build upon existing vendor relationships.

- Review, executes, and enters purchase orders for the items assigned to MRP requirements.
- Optimize inventory control and warehouse processes (i.e. cycle counting, shipping/receiving reconciliations, returns management, dis-positioning of goods, warehousing).
- Optimize supply chain operations by evaluating logistics processes for strength and weaknesses, and recommend and implement solutions from minor changes to full restructuring.
- Supervise inventory management and control processes including stocking ordering and re-ordering, order fulfillment, kitting, shipping and receiving.

North Texas Tollway Authority

Supervisor

January 2017 - February 2018 (1 year 2 months)

Plano, Texas

- Directly managed logistics operation including inventory, invoicing, deliveries, correspondence and fulfillment employees.
- Ensure inventory control needs are consistently met by improving and developing inventory management process and procedures.
- Create, maintain and analyze raw data for inventory using pivot tables to forecasting and budgeting.
- Create production forecast and plans based on sales forecasts, historical usage and product trends. Achieved 99.5% forecast accuracy compared to actual demand.
- Negotiate and edited and distributed contract modifications
- Conduct meetings with sales, marketing and operations to understand changes in demand levels and recommend changes to product mix and forecast based on collaborate knowledge of demands.
- Managed and reviewed shipping, invoicing, billing and order documents
- Received, process and manage orders for internal and external customers
- Direct and manage daily activities in customer service and/or monitoring staff in the attainment of departmental goals while ensuring the highest possible level of customer service.

BENTELER Steel/Tube

Logistics Manager

August 2013 - August 2015 (2 years 1 month)

Shreveport, Louisiana

- Control inventory of \$20 million dollars within the warehouse and laydown yard with and accuracy of 100%. Monitor and control all reporting functions for

proper analysis of procedure and guidelines for transportation cost, orders and inventory levels enabling company to maintain all sales levels.

- Negotiate bids and contract terms with vendors in regards to materials, supplies, and equipment and ensure compliance of the agreement.
- Supervise the warehouse associates to meet our goals and objectives in picking, packing, unloading, stocking and cycle counting.
- Create, maintain and analyze raw data for inventory and materials using pivot tables to forecasting and budgeting.
- Received, process and manage purchase requisitions, purchase orders and invoices for multiple internal and external customers
- Worked closely with the sales team to establish pricing parameters and verification of freight charges as it pertains to contracts and maintain inventory levels to meet projected sales and manufactures demands.
- Manage and process internal and external client orders, invoices, contracts and billing to ensure timely deliveries.
- Communication with Supply Planning regarding stock issues based on contractual agreements
- Updates master ownership decks for changes in response to division order inquiries and coordinates with the Accounting department to ensure timely payment of revenues and proper release of suspense to owners
- Work with the order management team to create bill to codes for new customers

Kenco Group

Distribution Center Manager

September 2009 - August 2013 (4 years)

Shreveport, Louisiana

- Managed team of 12 of professionals.
- Developed employee production incentive programs to increase productivity.
- Managed all warehouse duties including the loading, unloading, cycle count, shipping, receiving, and ordering of materials.
- Monitored volume of work to ensure proper staffing.
- Implementation, and maintenance of all corporate programs including, but not limited to SOP's, CP's, KSMS, KQMS, EIP, KFMS, 6-S, and Lean as governed by Kenco operations.
- Negotiation rates with carries
- Maintain databases and spreadsheets detailing various elements and aspects of inventory.

- Proactively manage associate relations issues and guide and direct the hiring, training, retraining, development and motivation of Warehouse Operations and Transportation associates following the principles of self-managed teams.

KBR, Inc.

Senior Logistics Coordinator

June 2007 - May 2009 (2 years)

Alsad

- Prepares supply reports and statistical data both recurring and as directed by higher headquarters.
- Coordinates with supervisor, squadrons and all intermediate to ensure timely and accurate implementation of conversion programs.
- Track and traces orders
- Schedule, conducts and reconciles Cycle Counts and Physical Inventory of multiple locations
- Maintain 100% accountability accuracy and dollar accuracy
- Plan and recognize stock right-sizing for inventory balance and inventory turnarounds.
- Tending LTL/TL loads to carriers
- Manage loading and unloading of equipment from convoys with 4K, 6K, and 10K forklift; utilize MHE to elevate completion of the mission
- Maintain Excel and Access files
- Generate shipping and inventory documentation and analyze daily discrepancy reports
- Work closely with suppliers, unit personnel, and other organization to ensure assignments are completed with accurately and timely pick-ups and deliveries.
- Oversee receiving, packing, and shipping of 1500 orders on a daily basis

US Army

Logistics Specialist / Section Supervisor

February 2000 - February 2008 (8 years 1 month)

Oversaw back orders and accomplished distribution and repair priorities

Ensured accuracy of Property Book inventory, which included physical inventory and receipts

Counseled Property Book Officer in dealing with discrepancies on hand receipt quantities and book authorizations for organizational and installation property.

Develops training requirements and ensures implementation of training and training programs, including annual tours for all reserve supply personnel.

Coordinates through organizational commander in resolution of training problems including inadequate facilities, instructors and lack of command guidance.

Ensures consolidation of data for munitions, clothing and mobility bags.

Reviews copies of all applicable TAs and authorization guides.

Coordinates and assists HQ AFRC/XP with any plans relating to supply functions.

Manage supply systems; analyzing and evaluating methods, systems, and processes for the assessment and improvement of supply management program effectiveness; interpreting directives and publications used to review and/or modify supply operational concepts, missions, and policies; systems preparing short and long-range plans to meet maintenance management requirements; and utilizing spreadsheets, databases, graphic construction, and word processing.

Prepares and reviews checklists for site surveys and participates as a site survey team member as required to provide input for the supply operation in a wartime or contingency situation. Analyzes collected data to determine critical operational needs in a wartime location.

Formulated recommendations to the Commander regarding expenditure of allocated funds for expendable, durable, and non-expendable supplies

Administered issuance and turn-in of equipment for all unit level activities

Acted as the unit purchase-card holder responsible for the approval of purchase requests based on financial limitations and regulatory procedures

Education

Ashford University

Bachelor of Art, Supply Chain Management

Contact

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

Top Skills

Forecasting
Data Analysis
Supply Chain Management

Certifications

ITIL V3 Foundation

Nina Sastrodihardjo, MBA

Strategic Procurement Manager
Dallas/Fort Worth Area

Summary

MBA with operations background | Procurement | Project Management | Strategic Procurement Manager with Hewlett Packard Enterprise

Experience

DXC Technology
Strategic Procurement Manager
October 2015 - Present
Plano, TX

Contingent Labor & Outsourced Services Category Manager

Hewlett Packard Enterprise
6 years 1 month

Global Procurement Business Operations Manager
July 2013 - November 2015 (2 years 5 months)

- Manage procurement tool and solution deployments on Ariba platform by providing end-user training for existing and newly onboarded employees resulted in Mergers and Acquisition, in conjunction to improve internal customer satisfaction score.
- Assisted cost saving initiatives involving HP ES Accelerate program: provided selection of commodity codes requiring additional approval in PO creation process to ensure competitive bidding was done prior to supplier finalization on OEM and HW maintenance.
- Provided vision on content and delivery of Procurement Channel Directory – an internal HP procurement wiki to solution for different procurement functions and Business Units across HP.
- Serves as point of contact for escalations for complex procurement tools issue outside of GP Help expertise.

IT Program Manager
November 2009 - July 2013 (3 years 9 months)
Houston, Texas

IT Program Manager for HP Office Print program. Managed the operations of network laserjet printers in HP office worldwide. Manage CAPEX and OPEX budget to ensure SLA of IT service deployment.

Motorola

MBA Supply Chain Intern

May 2008 - August 2008 (4 months)

- Led project to uncover systemic and platform defects in mobile devices to generate operational savings in service parts and warranty
- Worked with quality, manufacturing, reliability, and integrated supply chain teams to gain process understanding and user buy-in for the project

John Deere

Construction and Forestry Product Engineer

2005 - 2007 (3 years)

- Provided engineering (electrical, mechanical, material) evaluation on new vehicle electronic components on prototypes to determine test requirement. Developed test plans to obtain price quotes from supplier
- Performed machine-level electrical tests on prototypes and produced test reports before start of sales and during product improvement program. Analyzed internal and suppliers' test reports to determine qualification met or to obtain root cause to fix failure
- Determined possibilities and alternative solutions to eliminate machine-level electromagnetic compatibility test with potential cost saving of U\$1M/year for construction and forestry division

Kimberly-Clark Corporation

Engineering Intern

2003 - 2004 (2 years)

Supported the effort to increase production capacity to 133% by providing drawing diagram and optic sensor setup to automatically remove manufacturing defect. Design was successfully implemented at Conway, AR, facility

UNICEF

Volunteer

2002 - 2002 (1 year)

Education

University of Wisconsin-Madison - School of Business
MBA, Supply Chain Management · (2007 - 2009)

University of Wisconsin-Madison
BS, Electrical Engineering · (2000 - 2005)

Contact

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

Top Skills

Supply Chain Management
Procurement
Strategic Sourcing

Honors-Awards

Garnet Level Certification
Dean's List

Ryan Chanon

Procurement Manager at Pinnacle Propane, LLC an SHV Energy Company
Dallas, Texas

Summary

As Procurement Manager, Ryan leads the procurement team and is responsible for the department's P&L results and development. Before being promoted to Procurement Manager, Ryan was a Contract Manager at Pinnacle Propane. In this role, Ryan was responsible for the company's category management strategy through negotiating supplier contracts and pricing. When Ryan was not negotiating with vendors, he was advising senior leadership through market research and financial analysis on how their company should manage supply. Prior to being promoted to Contract Manager, Ryan was a Buyer at Pinnacle Propane. As a Buyer, Ryan worked with cross functional teams in developing the company's first procure-to-pay (P2P) process. All while managing Pinnacle Propane's procurement operations through negotiating fixed price agreements, executing master service agreements, and creating purchase orders for products, materials, and services.

Before joining Pinnacle Propane, Ryan was a Management Trainee at BNSF Railway. In this capacity, Ryan, calculated shipping rates for temperature controlled, truck load, and less than truckload shipments delivering consumer products. Prior to that, Ryan was at Halliburton as a Lead Logistics Specialist where he planned and coordinated orders for shipment of sand from point of origin to point of destination to ensure product met the required delivery in the most cost efficient method. While in college Ryan was a supply chain summer intern for Glazer's Distributors, where he learned supply chain principles and best practices.

EDUCATION

Bachelor of Business Administration, Marketing, Emphasis in Supply Chain Management,
Texas Tech University, Rawls College of Business

CONTACT INFORMATION

ryan@chanon.com

Experience

Pinnacle Propane, LLC

3 years 3 months

Procurement Manager

June 2019 - Present

Dallas, Texas

Contract Manager

December 2018 - May 2019 (6 months)

Dallas/Fort Worth Area

Buyer

April 2016 - December 2018 (2 years 9 months)

Dallas/Fort Worth Area

BNSF Railway

Management Trainee

September 2015 - January 2016 (5 months)

Fort Worth, Texas

Halliburton

Lead Logistics Specialist

January 2015 - August 2015 (8 months)

.

Glazer's Distributors

Supply Chain Intern

June 2014 - August 2014 (3 months)

Education

Texas Tech University

Marketing, Emphasis in Supply Chain Management · (2010 - 2014)

Contact

www.linkedin.com/in/marc-badran-mba-pmp-cscp-29823051
(LinkedIn)

Top Skills

Business Strategy
Entrepreneurship
Market Research

Languages

English (Full Professional)
French (Full Professional)
Arabic (Full Professional)

Certifications

CSCP
PMP

Marc Badran, MBA, PMP, CSCP

Manager, Procurement and Vendor Management at American Airlines
Dallas, Texas

Experience

American Airlines
6 years 7 months

Manager, Procurement and Vendor Management
November 2015 - Present
Dallas/Fort Worth Area

Sr. Vendor Manager / Sr. Project Manager
March 2015 - November 2015 (9 months)

Senior Commodity Manager
December 2012 - March 2015 (2 years 4 months)
Dallas/Fort Worth Area

L'ancree
Co-Owner
May 2006 - February 2015 (8 years 10 months)
Co-founded L'ancree, a high-end restaurant situated along the Mediterranean Sea, known for its premium quality seafood and Lebanese 'mezze'.

- Developed business plan, acquired financing, secured land ownership, and monitored construction activities.

USC Marshall School of Business
Consultant
March 2012 - July 2012 (5 months)
Los Angeles

- Global Consulting project (IBCP) for Sony Pictures Home Entertainment: assessing organization design, process flow, employee engagement, talent management, performance management, culture, IT systems, and change management
- Start Up Consulting project for an online company: develop business plan, market entry strategy, distribution strategy, B2B

- Feasibility study for a feature CG animation film studio (Kid in the Corner Productions)
- PPM for a start-up company (a social media company): develop business plan and market entry strategy

Saad Group / Al-Faris

Senior Designer, Project Manager

July 2006 - December 2009 (3 years 6 months)

T.B. Group

Senior Manager, Procurement and Supply Chain

February 2000 - July 2006 (6 years 6 months)

Education

USC Marshall School of Business

Master of Business Administration (M.B.A.), International

Business · (2011 - 2012)

Contact

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

Top Skills

Negotiation
Management

Languages

English

Dennis Holder

Procurement Manager Good Smoke Restaurant Group
Dallas/Fort Worth Area

Summary

Seasoned, ambitious leader with 15+ year record of achievement developing and directing strategic performance plans in ever-changing, dynamic environments. Intuitive leader with acute business acumen and expertise in contract negotiations, invoice auditing, and inventory management; excel at aligning core business, revenue, and growth goals to enhance profits. Demonstrated value added skills by forging business relationships with executives, customers, and vendors. Solid history of success managing multi-million dollar budgets and monitoring waste to control costs. Areas of Expertise include:

Strategic Analysis & Planning # Contract Negotiations # Profitability and Growth

Supply Chain Management # Relationship Building # Project Management

Cost Control and Analysis

Performance Based Analysis # Staff Training & Leadership

JIT Procedures # Problem Resolution

Procurement / Purchasing

Experience

Good Smoke Restaurant Group

Procurement Manager

August 2015 - Present

1350 Lakeshore Drive Coppell, TX 75019

Experience Good Smoke Restaurant Group Coppell, TX August 2015 – Present

Procurement Manager

- Support 46 Restaurant split between two concepts Dinosaur BBQ and Jim 'N Nicks BBQ.
- Reduce cost by more than 5% in paper and packaging operations with a 4 million dollar spend.

- Plan and execute the conversion of a distribution change to improve distributor performance.
- Successful in sourcing new products to improve cost and efficiencies through synergies between both concepts.
- Negotiate and maintain more than 100 vendor contracts between the two concepts
- Performed cost analysis for RFQ on new products.

Bunzl Inc

Category Manager

May 2000 - August 2015 (15 years 4 months)

Bunzl Inc. Dallas, TX May 2000 – August 2015

Category Manager

- Inventory management using just in time best buy practices to support sales.
- Product sourced for quality, pricing and service capability
- Performance based vendor analysis covering, pricing, lead-times, contract terms, on-time deliveries.
- Ensured accuracy of invoice and receivers
- Prepared accounts payables for invoice reconciliation, payment terms
- Assisted in new buyer training and the use of best buy practices
- Utilized the JIT procedures to ensure the best return on investment
- Supplied chain analysis for meeting delivery requirements by both carrier and suppliers

Kittyhawk Air Cargo

Records

August 1999 - June 2000 (11 months)

Record and maintain maintenance as well as flight records for a designated fleet of aircraft according to FAA guide lines.

Kitty Hawk Air Cargo Inc

Records Analyst

June 1999 - May 2000 (1 year)

Maintained Flight records for an aircraft fleet of 8. Two DC10s and 6 Super 80's

Recorded and logged all maintenance records on each aircraft in accordance with FAA guidelines

Recorded and tagged all time sensitive aircraft parts in accordance with FAA guidelines

Education

University of Phoenix

Bachelor, Business Management · (2004 - 2006)

University of Phoenix

BSB/M, Business Management · (2003 - 2006)

University

Bachelor, Business Management · (2004 - 2004)

Contact

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

Top Skills

Bilingual-Spanish
Oracle Financials
Excel

Languages

Spanish (Native or Bilingual)
English (Native or Bilingual)

Certifications

Lean Six Sigma - Yellow Belt

AMANDA CEJA

Sr Procurement Manager, Store Development at Fossil Group, Inc.
Dallas/Fort Worth Area

Summary

Professional Experience:

Currently working on the Global Store Development Team for Fossil Group. I manage a team that handles the strategic sourcing and managing of all goods that go into the retail environment: fixtures, lighting, flooring, installations, professional services, ect. Partnering with Design, Construction and Brand teams to manage expectations and brand standards.

Working closely with internal partners to develop budget planning for CapEx projects.

Global Supplier management and sourcing including Europe, Asia, and Americas for the following categories:

Fixtures
Lighting
Flooring

Previously I have been in charge of supplies and tags and inventory management of on site and off site inventory at various global warehouses. Working closely with international logistics for customs requirements for importing and exporting.

Goals:

To continue my growth within Retail industry globally.

Specialties:

Procurement;
International Sourcing;
Supplier Management & Qualification;
Contract Management;
Bilingual, Spanish/English;
Microsoft Excel;
Powerpoint;
Yellow Belt Lean Six Sigma;

People Soft/Oracle;
ISM Member
Inventory Management
Forecasting Experience for supplies, fixtures, and LHI

Experience

Fossil Group, Inc.
Sr Manager Procurement
January 2015 - Present
Brand Environmental Design & Construction

Managing the Procurement Team in Store Development and responsible for sourcing all GNFR (goods not for resale) for retail environments.

Duties Include:

Inventory Management - managing all prepaid inventory levels and allocation planning

Budgets - creating owner supplied material budgets for Capex Budgets and also TCO (total cost ownership) analysis for all initiatives including GNFR

Supplier Management - managing RFP process and contract process for the supplier base

Forecasting - managing the forecast process for retail projects for all OSM

Fixture Creation - partnering with internal partners such as Design to develop fixture packages and value engineering to drive total cost down.

Responsible for the following categories:

- Fixtures/Millwork
- Fixture Installations
- Lighting
- Flooring
- Signage
- In Store Experience

Fossil
Procurement - Store Development & Design
September 2012 - Present
Richardson, Texas

- *Enlisted Procurement takeoff and budget planning process.
- *Contract & Supplier Management, creating a standard MPA template for commodity buys.
- *Project management across many brand concepts and regions.
- *Partnered with Store Design to create a fixture package for new concept design stores.
- *Strategic sourcing to vet suppliers and provide standard RFP process

COLLECTIVE BRANDS INC

Procurement Analyst

November 2010 - August 2012 (1 year 10 months)

(Store Construction & Maintenance)

- Strategic sourcing and helped instill an effective bid process of FFE materials as well as store supplies.
- Work with internal Logistics partners to ensure all imports / exports are in accordance to CBI guidelines.
- Recognized cost cutting opportunities and exceeded savings target of \$800k for the annual yr 2010.
- Provide international knowledge support for all categories of the company for materials going into Latin America & Caribbean.
- Constantly interact with the DCs to ensure supplier compliance (packing/ shipping).
- Manage and forecast chain-wide GNFR inventory that is managed at the DC's.

Payless Shoe Source

Construction Procurement Specialist

May 2006 - July 2009 (3 years 3 months)

(Fixtures / Supplies)

- Review fixture plans for upcoming remodel and new store layouts.
- Managed over 100 remodel and new store projects per year for fixture/ supplies.
- Communicate with stores to assist with their needs including emergencies and expedited orders.

Collective Brands, Inc.

Procurement Associate

May 2005 - July 2009 (4 years 3 months)

I was previously a Procurement Associate and then was promoted to International Specialist

Payless ShoeSource

Customer Support Center Associate

January 2005 - May 2006 (1 year 5 months)

New associate induction and orientation as they started at CBI.

- HR and payroll questions and concerns for store associates.

Self-Employed

Licensed Real Estate Agent

January 2001 - December 2004 (4 years)

- Did over \$1million in sales volume my first year & handled real estate purchase contracts for buyers / sellers.

Education

Baker University

Business Administration · (2008 - 2010)

Topeka Technical College

Business Administration · (1994 - 1995)

Contact

www.linkedin.com/in/ryan-maitland-b754094 (LinkedIn)

Top Skills

Strategic Sourcing
Supply Chain Management
Global Sourcing

Certifications

Six Sigma Green Belt Certification

Ryan Maitland

Global Supply Chain ★ Procurement Management Leader
Dallas, Texas

Summary

Senior Procurement Manager with 10+ years of progressive leadership experience.

Extensive experience directing the strategic sourcing and procurement of various airline parts and products, developing and executing department-wide strategic plans and initiatives, and developing and leading a global team of 40+ personnel. Well-developed skills negotiating vendor contracts and pricing, managing global supply chains, and providing expertise on market and supply base economics.

Dedicated leader with outstanding communication skills and a proven track record of success managing a global team through company-wide changes, including a bankruptcy and a merger, while still exceeding objectives. Consistently recognized as a high performer and emerging leader with a demonstrated ability to drive the development and implementation of next-generation strategic initiatives.

Areas of Expertise

- ★ Strategic Sourcing & Procurement
- ★ Operations Management
- ★ Vendor & Supplier Management
- ★ Supply Chain Management
- ★ Change Management
- ★ Financial Analysis
- ★ Six Sigma Methodology
- ★ Purchasing & Contract Negotiations
- ★ Warehousing & Distribution

Technical Skills

Aerexchange, Tableau, iPayables, SAP, Lotus Applications, Microsoft Office (Word, PowerPoint, Excel, Outlook)

► You may contact me directly at ryanm6100@gmail.com

Experience

American Airlines

11 years 6 months

Senior Manager, Aircraft Programs Procurement

2013 - Present

Fort Worth, TX

One of the world's largest airlines, operating nearly 6,700 daily flights to 300+ destinations in 50 countries.

- Direct the strategic sourcing and procurement of in-flight entertainment and connectivity products to support more than \$2 Billion annually in aircraft delivery and modification programs.
- Lead a global team of 40+ Commodity Managers, Contractors, and Analysts; conduct weekly team meetings to discuss project updates and team performance.
- Develop, implement, and execute strategic plans; lead team in negotiating vendor contracts.
- Present weekly to executive leadership on strategic project status, implementation, and issue resolution.
- Coordinate quarterly on-site visits to supplier facilities to ensure system performance and reliability.
- Provide monthly finance and accounting updates on in-process contractual negotiations.
- Coordinate quarterly executive reviews with suppliers to discuss vendor relationships, performance, and KPIs.

Key Accomplishments

- Developed and implemented a next-generation in-flight connectivity project spanning 1,000+ aircraft installations, which positioned American as the leader in Wi-Fi user experience.
- Oversaw \$2 Billion in annual expenditures to support the world's largest-ever retrofit program on 700+ aircraft.

- Negotiated a first-of-its-kind \$100 Million live television service agreement.
- Developed a college procurement recruitment program to source top candidates for the Supply Chain team.

Manager, Cabin Interiors Procurement & Supply Chain

2011 - 2013 (3 years)

Fort Worth, TX

- Managed a global team of 10+ Commodity Managers and \$1 Billion in annual spend in support of new and retrofit aircraft programs and ongoing global line maintenance support.
- Led strategic sourcing of seats and other cabin interior product agreements; negotiated pricing, closed vendor contracts, and monitored deliverables to ensure on-time delivery.
- Developed an international team of Procurement and Supply Chain professionals; conducted weekly team meetings to provide feedback and discuss project updates and employee performance.
- Held weekly aircraft program reviews with executive leadership and department heads to provide project updates and discuss current and future project/supplier engagements.
- Developed and executed department-wide commodity strategies; reviewed strategic initiatives weekly with executive leadership to discuss progress, performance, and feedback.

Key Accomplishments

- Led the department through an unprecedented 11 concurrent major aircraft programs, including the largest aircraft purchase in commercial aviation history.
- Negotiated all seat and cabin interior agreements (\$1 Billion value) associated with the largest-ever commercial aircraft order with Boeing and Airbus in less than 90 days.
- Navigated team through Chapter 11 bankruptcy process, exceeding \$1 Billion corporate cost reduction target.
- Developed a new business class seating supplier in Northern Ireland to support unique configuration needs.

Senior Commodity Manager, Aircraft Interiors Procurement

2010 - 2011 (2 years)

Fort Worth, TX

- Led strategic sourcing and contract negotiations for seats and cabin interior products to support more than \$1 Billion annually in aircraft delivery and modification programs.
- Prepared vendor Requests for Proposals (RFPs) and Requests for Quotes (RFQs); evaluated vendors with competitive bid and cost-analysis and negotiated pricing and contract terms.
- Developed and executed commodity strategies through market and economic research; provided weekly strategic project updates to executive purchasing leadership.
- Conducted on-site visits to global and domestic vendors to audit/assess execution of contracted programs.

Key Accomplishments

- Successfully led the \$240 Million B575 Cabin Improvement Program to improve customer experience, including coordination of a team of 5+ on-site support representatives.
- Developed the B777 Interior Monuments FRP, valued at more than \$145 Million, which united the divergent expectations of the Marketing, Engineering, and Planning departments into a single strategic focus.
- Negotiated the B737 “Sky Interior” modification, saving more than \$500,000 over the program life.

Commodity Manager, Marketing Purchases

2008 - 2010 (3 years)

Fort Worth, TX

- Purchased products and negotiated contract agreements with key food, beverage, catering equipment, and logistics suppliers to support new and existing onboard product programs.
- Created and executed a commodity strategy based on market, commodity, and economic research; presented commodity strategy updates regularly to the Executive Purchasing Leadership team.
- Traveled to international catering and supplier locations to review and audit supplier capabilities; evaluated supplier processes and suggested improvements.

Key Accomplishments

- Leveraged a dip in crude oil and resin prices during a contract renegotiation with poly bag suppliers, leading to a \$1.5 Million (18%) savings over the contract term.
- Oversaw bottled water negotiations and supplier transition during a colleague's maternity leave, saving \$268,000 (7%) over the contract term while maintaining the bid timeline.

Ford Motor Company
Assistant Buyer, Multimedia Procurement
2007 - 2007 (1 year)

Caterpillar, Inc.
Intern, Global Sourcing/Six Sigma
2006 - 2006 (1 year)

Education

Arizona State University - W. P. Carey School of Business
Bachelor of Science - BS, Supply Chain Management

Contact

www.linkedin.com/in/terry-dwiggins-5a071332 (LinkedIn)

Top Skills

Aerospace
ITAR
Procurement

Terry Dwiggins

Senior Subcontracts Manager at L-3 Mustang
Burleson, Texas

Experience

L3 Mustang Technology
Senior Subcontracts Manager
October 2018 - Present
Plano, Texas

Development projects.

Raytheon Space and Airborne Systems
Sr. Principal Procurement Specialist
May 2015 - Present

BAE Systems
Buyer IV
June 2014 - May 2015 (1 year)
Lead buyer/supervisor of commodity buying.

Triumph Aerostructures - Vought Aircraft Division
Purchasing Manager
October 2012 - November 2013 (1 year 2 months)
Re-organized and managed a team of purchasing managers, buyers, cost/price analysts, subcontract auditors and small business officer. Prepared for and passed CPSR audit in 2013.

Bell Helicopter
H-1 Purchasing Manager
April 2009 - October 2012 (3 years 7 months)
Led and executed strategic supply chain plans for billion dollar military program in a matrix organization. Provided leadership direction for multi-year procurement of 3,200 parts from 311 suppliers. Served as key liaison between program management and core enterprise procurement organization on sourcing decisions, supplier selection, contract requirements, cost-out strategies, and make/buy decisions.

Bell Helicopter
Contracts

July 1997 - August 2008 (11 years 2 months)

Fort Worth, TX

Extensive experience in preparing proposal submittals and negotiating contracts in response to RFP's. Contracts types include CPAF, CPFF, FFP, FPI and T&M.

Education

University of Dallas

Master's degree, Business · (1978 - 1981)

Contact

www.linkedin.com/in/ladelia-durham-739887a7 (LinkedIn)

Top Skills

Purchasing
Contract Negotiation
Management

LaDelia Durham

Regional Procurement Manager at LafargeHolcim
Dallas/Fort Worth Area

Summary

Experienced Procurement Manager with a demonstrated history of working in the building materials industry. Skilled in Supplier Performance, Negotiation, High Performance Driving, Operations Management, and Strategic Sourcing. Strong purchasing professional with a Bachelor's degree focused in Double Major in Psychology and Criminal Justice (Cum Laude) from Dallas Baptist University.

Experience

Holcim
Procurement Manager
May 2009 - Present

LafargeHolcim
Regional Procurement Manager
May 2009 - Present
Dallas/Fort Worth Area

Facilitate the strategic sourcing process for materials, services and Capital Expenditures for multiple facilities
Manage and develop regional warehouses and employees
Ensure best networking capital practices are followed and achieve all inventory objectives
Develop procurement strategies for the plants region/business segment and communicate them internally and externally
Strategically improve measured spend
Contract development, negotiation, execution and management
Ensure compliance to Occupational, Health and Safety
Implement purchasing process from RFP to contract execution working closely with operations to procure at the lowest total cost of ownership
Manage and assess supplier performance and maintain relationships with domestic and international suppliers

Attend regular operational plant meetings (daily/weekly) and provide feedback and recommendations on important issues
Provide advice to operations on process and channel management
Implement Procurement policies and procedures and ensure compliance
Generate, track and report Procurement Benefits and achieve all KPIs
Lead and or participate on cross-functional corporate and local project teams
Deliver on-going support, implementation and development of Procure-To-Pay (P2P) improvements
Train new employees on procurement process and SAP.

LyondellBasell

Sr. Purchasing Agent

April 2007 - May 2008 (1 year 2 months)

The Antique Drapery Rod Company

Purchasing Agent

February 2006 - April 2007 (1 year 3 months)

TXU

Procurement Representative

April 1991 - November 2004 (13 years 8 months)

Dallas/Fort Worth Area

Held various positions with increasing responsibility. Started as an administrative assistance moving on to various procurement/purchasing functions such as Buyer, Contract Specialist, Procurement Agent, etc.

Noted as a Champion and Advocate by the DFW Minority Business Development Council

Education

Dallas Baptist University

Bachelor's degree, Double Major in Psychology and Criminal Justice (Cum Laude) · (1995 - 1998)

Mountain View Community College Dallas, TX

Associates Degree · (1992 - 1994)

Contact

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

Top Skills

Reverse Logistics
Supply Chain Management
Operations

Languages

English
Tamil

Certifications

CPSM
Six Sigma Green Belt Certified
Professional

Honors-Awards

Bronze Award
Bronze Award

Pratheeba Panneer, MBA CPSM

Sr. Global Commodity Manager - Technology Procurement
Dallas/Fort Worth Area

Summary

Procurement leader and a strong negotiator with proven success in strategic sourcing, vendor negotiations, vendor management, and cost reduction strategies. In-depth knowledge of procurement processes and implementation.

CPSM and six sigma certified professional.

Experience

Dell

7 years

Sr. Global Commodity Manager - Technology Procurement
November 2015 - Present

- Developed sourcing strategies by identifying key factors and guiding principles leading to consolidation efforts across Dell SABs driving 70% savings in some product categories
- Driven cost saving initiatives for indirect categories and exceeded the FY17 savings target by 161%
- Given Dell Champion Award for top performance in FY19
- Selected for Leadership Development Program, representing just a handful of talent in Global Operations; enhancing skills of managing at a strategic level, executive framing and communication, and developing influential leadership skills
- Developed and implemented first formal processes for strategic sourcing, such as contract management, negotiation, RFP and onboarding

- Executed complex negotiations with suppliers where analysis of situations requires in-depth assessment of various factors and understanding key trends in the market to make business decisions
- Leading category management and supplier management for key categories and suppliers that require in-depth procurement partnership with IT
- Lead vendor rationalization that had visibility to executive leadership team to optimize the number of vendors that lead to consolidation and preferred supplier strategies

Global Commodity Manager - Enterprise Solutions Group September 2013 - November 2015 (2 years 3 months)

- Managing \$122M direct and indirect spend (\$8M direct and \$114M indirect) with strategic suppliers
- Consistent achievement in cost reduction (\$8M in 2014 and \$7M in 2015) through negotiations, cost modeling, and cleansheeting
- Executed supplier contract negotiations and completion, including NDA, payment terms, Service Agreement, and Product Schedules
- Responsible for next generation (14G) supplier selection and product introduction strategic initiatives
- Leading an initiative on inventory optimization to reduce continuity of supply issues and increase flexibility

Global Supply Manager July 2012 - September 2013 (1 year 3 months)

- Implemented a process improvement project to control aged inventory that reduced carrying inventory over 180 days by 40%
- Successfully executed forecast accuracy/buffer strategy methodologies across enterprise division to control forecast accuracy within +/-20% and reduce supply shortages by 66% on network cards
- Achieved "best rating" in performance review and selected as one of star performers across enterprise division
- Managed supply chain of 120M worth of products worldwide

Greenstream International Lean Consultant May 2011 - December 2011 (8 months) Dallas/Fort Worth Area

- Increased the efficiency of reverse logistics operations using process improvement methodologies

- Explored new market opportunities and executed analysis to support business decisions that optimized and increased value creation
- Reduced estimated cost of facility set-up by 5% via comprehensive audit of special pricing

Neeley and Associates Consulting

Consultant

January 2011 - April 2011 (4 months)

Dallas/Fort Worth Area

- Formulated recommendations to personalize PepsiCo product aisles in each Walmart store effectively and efficiently by auditing store displays and YTD data (Access,SQL).
- Originated strategies to implement weekly featured display tracker thereby increased collaboration between PepsiCo and Walmart on sharing weekly void results.
- Increased the display execution by 3-5 index points and sales trends by 0.5 points.

Uma's Textiles

Operations and Data Analytics

April 2009 - July 2010 (1 year 4 months)

- Implementing marketing, operational strategies which led to 109% growth per year from 2009 to 2011
- Reduced the logistics and material costs by 17% through lean operations thereby shining as a "Cost Leader" in the industry
- Executed client engagement programs increasing customer retention by 97%
- Changed the employee hiring process increasing the efficiency of manufacturing.

iLink Systems

Assistant Marketing Manager

March 2005 - October 2008 (3 years 8 months)

- Raised brand awareness through online marketing and marketing communications, which increased iLink's website traffic by 77% in no. of visitors and 107% in page views in a year
- Implemented marketing campaigns and webinars that generated 20% of company revenue
- Achieved 30% conversion rate from written business proposals in Government and Healthcare industries

- Established a new marketing practice in Government Vertical by leading the initiative from planning to execution
- Designed and managed the company website, which garnered 8% of the sales leads from 2007-08
- Executed search engine optimization and paid search campaigns, which increased the overall revenue by 10%

iLink Systems

Marketing Executive

March 2005 - February 2007 (2 years)

- Raised brand awareness through online marketing and marketing communications, which increased iLink's website traffic by 77% in no. of visitors and 107% in page views in a year
- Implemented marketing campaigns and webinars that generated 20% of company revenue
- Established a new marketing practice in Government Vertical by leading the initiative from planning to execution
- Executed search engine optimization and paid search campaigns, which increased the overall revenue by 10%

Education

Texas Christian University - M J Neeley School of Business

MBA, Supply Chain Management and Operations · (2010 - 2012)

Periyar University

Bachelor of Engineering, Electrical and Electronics Engineering · (2000 - 2004)