

Contact

www.linkedin.com/in/sri-gudipati-80ab9352 (LinkedIn)

Top Skills

Supplier Quality Management
Supplier Negotiation
Cost Reduction Strategies

Languages

English (Full Professional)
Hindi (Full Professional)
Telugu (Full Professional)

Sri Gudipati

Lead Procurement Operations Manager at Amazon
Dallas/Fort Worth Area

Summary

I'm a proud Industrial Engineer with extensive experience in procurement of equipment, material and parts for Retail Operations, Oil & Gas, Mining and Construction industries. My forte is supply chain management with focus on project management, cost reduction, problem solving, customer service, supplier management, global sourcing and ensuring uninterrupted supply chain.

Experience

Amazon

5 years 8 months

Lead Procurement Operations Manager

April 2016 - Present

Managing a team of 8-15 Procurement Operations professionals and Receiving support staff. Manage complex supply chain management aspects of procurement within Amazon in support of Operations Lead for Procurement within building and network project(s). Coordinating the demand identification, procurement, and inventory management of all non-merchandise items required for the operation of the Fulfillment Center. Managing supplier relationships and performance to ensure timely deliveries and quality compliance. Develop and implement plans to achieve annual fixed and supply costs savings. Interface across Procurement teams to implement best practices and consistency between buildings.

Procurement Material Manager

November 2013 - March 2016 (2 years 5 months)

Columbia, SC

Managing a team of 14 Purchasing/Receiving support staff. Coordinating the demand identification, procurement, and inventory management of all non-merchandise items required for the operation of CAE1, GSP1, CHS1, ATL7 & ATL8 Fulfillment Centers. Managing vendors to ensure timely deliveries and quality compliance. Source and negotiate procurement agreements. Administer and manage local/national contracts for supplies and service.

Resolving payment issues with vendors and accounts payable. Develop and implement plans to achieve annual fixed and supply costs savings.

Condumex Inc.

Sr. Corporate Buyer

September 2008 - November 2013 (5 years 3 months)

Grand Prairie, Texas

Procurement of raw material, equipment, parts for Oil & Gas, Mining, Infrastructure and Construction projects. Material management, new vendor development, inventory control and maintaining an uninterrupted supply chain system. Manage RFQs, order placements with focus on cost, quality, product specification and customer support. Assist logistics, expediting, accounting, finance department and customer to ensure efficient purchasing process cycle without errors/issues.

WAM USA Inc

Purchasing Manager

August 2005 - September 2008 (3 years 2 months)

Saginaw, Texas

Managed raw material, power transmission, MRO purchases, supply logistics, inventory control, cost reduction and sourcing operations. Coordinated with sales and production managers for budgeting and streamlining production lead times for just in time projects

Gerdau Long Steel North America

Quality/Process Engineering Intern

January 2005 - August 2005 (8 months)

Midlothian, TX

Process evaluation in Six Sigma projects for improving yield, scrap reduction and defects elimination using control charts, process maps, statistical data analysis and problem solving techniques. Developed and updated production database, procedure manuals and equipment maintenance

The University of Texas at El Paso

Graduate Research Assistant

August 2003 - December 2004 (1 year 5 months)

El Paso, Texas

Modeled /Simulated production lines for optimization and improved productivity. Performed Statistical analysis and interpretation of complex data using statistical software tools. Applied inventory control techniques,

production scheduling and forecasting methods. Lead a team of three, coordinated and managed project progress, wrote technical reports

Education

The University of Texas at El Paso

Master of Science (MS), Industrial Engineering · (2003 - 2005)

University of Madras

Bachelor of Engineering (B.E.), Mechanical Engineering · (1999 - 2003)

Contact

www.linkedin.com/in/crystal-george-39568940 (LinkedIn)

Top Skills

Strategic Planning

Project Management

Vendor Management

Crystal George

Seasoned professional with a passion for program development/management, CapEx construction and procurement.

Richardson, Texas

Summary

Experienced Senior Procurement Manager with a demonstrated history of success across multiple industries. Skilled in procurement, leadership, process development / improvement, operations management, and team building. Strong leadership and drive to consistently achieve above and beyond expectations.

Experience

T-Mobile

Senior Procurement Manager of Construction Services

August 2016 - Present

Frisco, Texas

LogicSource, Inc.

Manager, Supply Chain - Retail Operations

July 2015 - August 2016 (1 year 2 months)

Richardson, Texas

FedEx Office

Sourcing Advisor

September 2013 - July 2015 (1 year 11 months)

Direct Energy

Site Administrator

November 2011 - September 2012 (11 months)

Robles Construction

Sr. Project Manager

January 2010 - September 2011 (1 year 9 months)

Baltimore, Maryland Area

UniStar Nuclear Energy

Project Manager

2008 - 2010 (3 years)

Baltimore, MD

Education

University of Maryland University College

Entrepreneurship/Entrepreneurial Studies

Salisbury University

Philosophy

University of Maryland Eastern Shore

Business Administration and Management, General

Contact

www.linkedin.com/in/carla-lynch-cmrp-10b57847 (LinkedIn)

Top Skills

Microsoft Office
Customer Service
Leadership

Certifications

CMRP

Carla Lynch, CMRP

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Dallas/Fort Worth Area

Experience

CHRISTUS Health

8 years 9 months

Manager Procurement

January 2013 - Present

Procurement Specialist

October 2010 - January 2013 (2 years 4 months)

Houston, Texas

CnK Services

Business Owner

November 2005 - October 2011 (6 years)

Austin, Texas

CHRISTUS Health

Procurement Specialist

October 2007 - October 2009 (2 years 1 month)

Houston, Texas

Contact

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

Top Skills

Spend Analysis
Sourcing
Global Sourcing

Languages

English (Full Professional)
Hindi (Professional Working)
Tamil (Native or Bilingual)

Satish Theagarajan

Senior Manager, Procurement at Alcon
Irving, Texas

Summary

A dedicated and detail-oriented supply chain professional with multi-industry experience, specializing in supply chain, strategic sourcing, operations, project/program management, process improvement, materials management, and lean six sigma. A proven track record of implementing strong tactical and strategic planning skills to lead cross-functional teams in a wide array of global projects. Excels in developing plans and processes to deliver savings, reduce costs, manage inventory and improve overall internal/external efficiency. A dynamic and driven leader who achieves key business objectives in alignment with company's long-term market competitiveness.

Experience

Alcon

Senior Manager, Procurement
March 2018 - Present
Dallas/Fort Worth Area

Pfizer

Senior Manager, Global Procurement
January 2012 - February 2018 (6 years 2 months)

Led procurement team in start-up of Asia's largest state-of-the-art greenfield global expansion project. Developed and implemented global strategic initiatives by coordinating with cross-functional teams like manufacturing, supply chain, technical operations, quality, logistics & regulatory. Managed 50+ vendor relationships across 25 global sites. Supported team's sourcing and business productivity for annual portfolio spend of more than \$1B.

Capgemini

Lead Category Manager
April 2011 - January 2012 (10 months)
Greater Chicago Area

Led a team of sourcing managers. Responsible for managing \$185M indirect spend category and delivered savings of \$15.3M. Built and managed strong

relationships with vendors, distributors and internal customers to achieve deflation targets and develop suppliers for strategic relationship and deliver savings. Identified \$5M in savings in Chemicals categories and \$2M savings (expired leasing costs) in Material Handling Equipment category. Increased spend compliance by 10% by directing spend to preferred suppliers and thereby consolidating suppliers. Supported >\$1B P&L

Diversey Inc

Global Strategic Sourcing Manager

February 2010 - November 2010 (10 months)

Managed \$25M spend. Led sourcing team in launching two innovation products and also developed supply chain strategies. Negotiated significant year-over-year cost reduction.

GE Healthcare

Global Fulfillment & Services Leader

April 2007 - January 2010 (2 years 10 months)

Provided strategic leadership in facilitating global parts and repair solutions for MRI products, which involved service parts customer escalations, service fulfillment, quality control, and obsolescence of installed base size of greater than 50K that generated \$100M in service revenue. Liaised between Service and cross-functional teams (engineering, sourcing, quality, etc) to improve partnerships thereby minimizing customer escalations rate, improving responsiveness and backlog age and global parts SPS

University of Wisconsin-Milwaukee

Adjunct Professor - Department of Mechanical Engineering

2007 - 2008 (2 years)

Taught Finite Element Analysis undergraduate and graduate course.

GE Healthcare

6 years 4 months

Globalization Leader, Global Sourcing

April 2004 - April 2007 (3 years 1 month)

Responsible for global sourcing, new product introduction and supply chain strategy for medical imaging products. Managed procurement of metals, plastics, cables/harness and specialty metals to support global production facilities. Developed strategic partnerships with suppliers in Low Cost Countries (China, Taiwan, India, Korea, Eastern Europe, etc)

Six Sigma Black Belt, Global Materials & Inventory Management
September 2002 - April 2004 (1 year 8 months)

Supported global inventory reduction of 11% across 10 global manufacturing sites (35 inventory org's). Helped reduce slow moving and excess inventory. Assisted global team in improvement of fulfillment metrics

Manufacturing Process Engineer
January 2001 - September 2002 (1 year 9 months)

One of 2 lead process engineers for 24x7 manufacturing operations of medical imaging equipment. Achieved 25% increase in production output to meet increased customer demands using lean six sigma methodologies (by redesigning floor layout, reducing takt time). Assisted in designing & implementing eManufacturing system for existing and new products in accordance with regulatory agency requirements

Rite-Hite

Manufacturing Engineer
August 1998 - January 2001 (2 years 6 months)

Coordinated 2 shift manufacturing operation with 20+ employees producing loading dock equipments. Liaised with R&D in releasing new products, provided manufacturing technical direction and assistance for new and existing products. Coordinated make vs. buy decision making process for the business along with capacity and strategy planning for manufacturing.

Assisted in launching ERP system while successfully leading the effort to centralize production planning /scheduling, sales forecasting and pricing processes

Education

University of Wisconsin-Madison
Mechanical Engineering

University of Wisconsin-Milwaukee
Master of Business Administration (M.B.A.)

WMU
Master's degree, Mechanical Engineering

Contact

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

Top Skills

Healthcare
Clinical Research
Healthcare Information Technology

Languages

Hindi (Full Professional)
Spanish (Limited Working)
Urdu (Full Professional)

Honors-Awards

Student Mergers And Acquisitions
Transaction Competition
ACG Cup First Round
ACG Cup Second Round
Leadership Excellence Award

Publications

Smart Phone and Tablet
Instant Entry of Intra-Operative
Transesophageal Echocardiographic
Evaluation To Enhance
Perioperative Management of
Patients for Cardiovascular and
General Cases

Ali Razvi

Strategic Procurement Manager at DXC Technology
Plano, Texas

Experience

DXC Technology
Strategic Procurement Manager
April 2017 - Present
Plano, Texas

Hewlett Packard Enterprise
2 years 5 months
Strategic Procurement Manager
December 2014 - March 2017 (2 years 4 months)

Intern - Mutual Value Program
November 2014 - December 2014 (2 months)
Plano, Texas

Spear headed the creation of the MVP Executive Advisory Council - A cross business unit of senior sales executives, with the sole purpose of proactively supporting and accelerating organic growth.

Revamped the MVP legal guidelines and general training process and procedures for all procurement new hires.

Optimized global DUNS lookup tool for procurement use

Novation
Plasma Pharmacy Contracting and Sourcing Intern
June 2014 - August 2014 (3 months)
Irving, TX

- Created and tested enhancements to the Plasma E-Manager Distribution Program and Amendment Tracking Tool
- Evaluated a million dollar RFP for new Plasma Distributors including contract redlines and negotiations
- Generated a Revenue Forecast for a highly dynamic market by creating an comprehensive Cost Study Analysis Tool
- Developed an exhaustive catalog of Nova Plus Drugs allowing effortless use by members
- Streamlined the Plasma Pages website to increase ease of use for members

ZMAR, LLC.

Founder

December 2011 - December 2013 (2 years 1 month)

Sugar Land, Texas

- Started ZMAR LLC an entrepreneurial company that created integrated electronic medical solutions and applications for healthcare entities
- Presented flagship product at several national medical conferences (SCA Miami 2013, IARS San Diego 2013, ASRA Phoenix 2013, PGA NYC 2013)
- Marketed customized products to local DFW Medical Practices, and negotiated company sale

Baylor College of Medicine

1 year 7 months

Lead Clinical Research Coordinator

June 2011 - January 2012 (8 months)

Houston, Texas

- Spearheaded a process improvement initiative for decreasing costs while increasing participation in the research programs
- Co-Authored and presented research papers at national conferences and to executives and physicians
- Negotiated contracts for over \$1,000,000 with Johnson and Johnson, Bristol Meyers Squibb, Roche Laboratories

Clinical Research Coordinator

July 2010 - July 2011 (1 year 1 month)

- Created and executed a HIPPA compliant streamlined process of collecting and storing patient data which was then implemented to all research sites
- Streamlined the patient interface experience from scheduling to discharge, collaborating between several different departments to increase patient satisfaction while decreasing patient wait times

Spring Clinical Research

Clinical Research Associate

January 2010 - July 2010 (7 months)

Sugar Land, Texas

- Developed a marketing campaign using electronic interface/ social media, which directly led to \$100,000 in new research contracts
- Implemented process improvement at administrative level to streamline new contract acquisition

Kempe Gowda Institute of Medical Sciences

Physician

September 2008 - October 2009 (1 year 2 months)

Bangalore, India

- Orchestrated the distribution of medical supplies and food to the impoverished, underserved rural population
- Oversaw functioning of Pulse Polio program, which comprised of over 100 healthcare workers

Zale

Manager

2001 - 2003 (3 years)

Education

The University of Texas at Dallas

Master of Business Administration (MBA), Strategy · (2013 - 2014)

Kempegowda Institute Of Medical Sciences

Bachelor of Medicine, Bachelor of Surgery (MBBS), Medicine · (2003 - 2008)

Rider University

Bachelor of Arts (BA), Psychology · (1999 - 2001)

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/brandy-huffman-67824359 (LinkedIn)

Top Skills

Healthcare Information Technology
Healthcare
Cross-functional Team Leadership

Brandy Huffman

Procurement Manager
Carrollton, Texas

Experience

Vizient, Inc
Procurement Manager
July 2016 - Present
Dallas/Fort Worth Area

Mitsui Bussan Logistics Inc.
Senior Business Coordinator
April 2015 - July 2016 (1 year 4 months)
Dallas, Texas

University of Maryland Baltimore
Manager
August 2013 - March 2015 (1 year 8 months)
Baltimore, Maryland Area

McKesson
Buyer
April 2011 - August 2013 (2 years 5 months)

Education

University of Phoenix
Bachelor of Science (BS), Business, Management, Marketing, and Related Support Services · (2006 - 2012)

Contact

www.linkedin.com/in/clinton-dean-b2a995b3 (LinkedIn)

Top Skills

Contract Negotiation
Vendor Management
RFP

Languages

English

Clinton Dean

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

Summary

Responsible for implementing new procurement strategies to optimize enterprise indirect spend. Provide analytical and project management support using a data driven approach for process improvement. Liaison between suppliers and business units to ensure scope of work, pricing, terms and conditions, and service agreements are outlined and confirmed.

Experience

Trinity Industries, Inc.
Procurement Operations Manager
November 2017 - Present
Dallas, Texas

Help to Heal, Sharing Christ's Love
Treasurer Board Of Directors
November 2017 - Present
Midlothian, Texas

At Help to Heal we are raising funds, promoting initiatives, and connecting people and businesses to serve those who need them most. We believe in ushering action actively, through sharing the love of Jesus Christ, by providing care, support, and resources for all people who "fall between the gap" financially from government or state funding, or have physical requirements due to injury or disability. These include our veterans, elderly, single parents, or those struggling from financial burden and are unable to get the help they deserve.

Trinity Industries, Inc.
Sr Coord Purchasing
September 2015 - November 2017 (2 years 3 months)

Wells Fargo
1 year 10 months

Work Director 2

February 2015 - September 2015 (8 months)

Grapevine, TX

Work Director 1

August 2014 - February 2015 (7 months)

Irving, Texas

Utility Clerk 2

March 2014 - August 2014 (6 months)

Irving, Texas

Equipment Operator

December 2013 - March 2014 (4 months)

Irving, Texas

Wells Fargo

Bank Teller

October 2012 - April 2013 (7 months)

Midlothian, Texas

Education

El Centro College

Associate of Science - AS, Business Administration and Management,
General · (2017 - 2019)

Duncanville High School

Diploma, Basics · (2000 - 2004)

Contact

www.linkedin.com/in/idiehl
(LinkedIn)
www.mcmt.com (Company)
www.impelconsulting.com
(Company)
www.aa.com (Company)

Top Skills

Supply Chain Management
Project Management
Cost Management

Languages

English (Native or Bilingual)
Bulgarian (Native or Bilingual)
Russian (Full Professional)

Ioanna Diehl

Corporate Procurement Manager at American Airlines
Fort Worth, Texas

Summary

Versatile leader with experience in major industries including airline, healthcare management, finance and investments, customer service and hospitality.

- Focused on continuous development and process improvement
- Exceptional communication, problem-solving and analytical skills
- Multilingual with a passion to travel and experience different cultures

Specialties: Supply Chain, Strategic Sourcing, Project Management, Operations management, Team Building & Leadership

Experience

American Airlines
Corporate Procurement Manager
December 2016 - Present
Dallas/Fort Worth Area

Strategic sourcing of all categories considered Corporate by AA:

- Training Devices and Simulators
- Security Equipment and Services
- Safety Equipment
- Furniture
- Uniforms & Luggage
- Facility Maintenance Equipment & Services
- Consulting Services
- Credit Card Programs

American Airlines
Manager, HR Vendor Management
August 2014 - Present

American Airlines @ TAESL

8 years 4 months

Manager Supply Chain and Procurement

September 2012 - Present

Fort Worth, TX

Senior Commodity Manager, Procurement and Supply Chain

March 2011 - September 2012 (1 year 7 months)

Impel Management L.L.C. / Medical Clinic of North Texas P.A.

Project Manager

May 2009 - March 2011 (1 year 11 months)

TD Ameritrade

Special Products Specialist

September 2006 - August 2008 (2 years)

Nationwide Hospitality

Call Center Night Shift

January 2006 - May 2006 (5 months)

Taxback International

Call Center Manager

September 2002 - June 2004 (1 year 10 months)

Education

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

MBA, General Management and Leadership · (2007 - 2009)

Ikonomiëski universitet, Varna

Bachelors, International Business Relations · (2000 - 2004)

Contact

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

Honors-Awards

Supplier Diversity Champion 2016

Sriram Srinivas

Manager, Procurement Finance & Automation at American Airlines
Fort Worth, Texas

Summary

Experienced Procurement and Finance professional. I have an MBA in Supply Chain Management and a bachelors in Mechanical Engineering.

Specialties:

- Strategic Sourcing
- Financial Analysis
- Supply Chain Management

Experience

American Airlines

5 years 5 months

Manager - Procurement Finance & Automation

September 2018 - Present

Dallas/Fort Worth Area

Manager - Procurement Finance

February 2014 - September 2018 (4 years 8 months)

Procurement Strategy & Support

US Airways

3 years 2 months

Manager - Food & Beverage Procurement

June 2013 - February 2014 (9 months)

Corporate Purchasing

Sr. Analyst - IT Systems Procurement

January 2011 - June 2013 (2 years 6 months)

Corporate Purchasing

Cox Communications

Intern, Supply Chain Process Re-engineering

June 2009 - August 2009 (3 months)

Syntel
Consultant, Information Technology
2004 - 2008 (5 years)

Education

Arizona State University - W. P. Carey School of Business
MBA, Supply Chain Management · (2008 - 2010)

R. V. College of Engineering, Bangalore
B.E., Mechanical Engineering · (2000 - 2004)

Contact

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

Top Skills

Procurement
Vendor Management
Outsourcing

Certifications

CIPP, Certified International
Procurement Professional

Honors-Awards

Excellence in Execution Award

Prakash Jayaraman

Leading Market Project Procurement Transformation projects and enforcing cost leadership across NOKIA North America
Irving, Texas

Summary

Global Procurement professional having proven track record in directing, planning and execution of high-performance output through cross-functional/motivated teams.

=> OEM vendor (Nokia Networks erstwhile Nokia Siemens Networks, Alcatel Lucent),

==>Total Services Provider (NTS-Oman)

===>Cellular GSM Operator (Aircel - India)

Continuous Improvement of Cost Leadership practiced through Procurement Solutions having best in class supplier contracts and engaging win-win long term business relationships.

Strategic supplier base relationship built through exceptional prioritization and inquisitive skills.

Creation and Implementation of category strategies through strong involvement and buy-in from internal stakeholders.

End to end procurement contract management right from pre-sales bid till project delivery and implementation through supplier performance management.

Experience

Nokia

13 years 4 months

Project Procurement Manager - NAM Market

October 2015 - Present

Dallas/Fort Worth Area

Regional Category Manager - NI Services, NAM Market

February 2015 - October 2015 (9 months)

Category Group Manager - NI Materials, Middle East & Africa Region
July 2011 - February 2015 (3 years 8 months)
Dubai, United Arab Emirates

Project Procurement Manager - UAE & Oman
October 2008 - July 2011 (2 years 10 months)
Dubai, United Arab Emirates

Contracts Manager - Nokia Networks
March 2006 - October 2008 (2 years 8 months)
Mumbai, India

NATIONAL TELEPHONE SERVICES CO LLC., Oman
Materials Engineer
February 2003 - March 2006 (3 years 2 months)
Muscat, Oman

Aircel Ltd, Coimbatore - Tamilnadu
Senior Executive - Logistics
December 1998 - January 2003 (4 years 2 months)
Coimbatore Area, India

Education

The University of Texas at Dallas
Master of Science - MS, International Management Studies - Area of
concentration : Supply Chain Management · (2018 - 2020)

Government College of Technology, Coimbatore
B.E (EEE), Bachelor of Engineering, Electrical & Electronics Engineering

Government Polytechnic College Coimbatore, Tamilnadu, India
D.E.E.E., Diploma, Electrical & Electronics Engineering

Indian Institute Materials Management (IIMM)
D.L.M., Diploma, Logistics Management

Contact

www.linkedin.com/in/judy-jenkins-728b5a50 (LinkedIn)

Top Skills

SAP

Supply Chain

Supply Chain Management

Judy Jenkins

Procurement Manager at Mission Foods
Dallas/Fort Worth Area

Experience

Mission Foods
Procurement Manager
May 2006 - Present
Irving, Texas

PE-Services

Human Resources & Accounting
December 2013 - December 2014 (1 year 1 month)
Dallas/Fort Worth Area

PE-Services is a full-service mechanical and electrical engineering design firm focused on strategic growth, commitment to our clients and staff, and an unwavering passion for our firm's core values. We will continue to build our brand and a national reputation in the industry as a capable and experienced leader. We deliver MEP engineering services for multi-unit system and custom design projects to architects and contractors in the gaming, multi-family housing, senior living, office/medical, retail, and hospitality industries. We are committed to building and maintaining strong relationships and to continually increasing customer satisfaction by providing unmatched leadership, communication, value, quality and respect for our clients on every project.

Contact

www.linkedin.com/in/taslowroberts
(LinkedIn)
www.halliburton.com (Company)
www.halliburton.com/ps/default.aspx (Company)

Top Skills

Supply Chain Management
Advertising
Business Analysis

Languages

Spanish
English

Taslow Roberts

Senior Procurement Manager at Service King Collision Repair Centers
Rockwall, Texas

Summary

Analytical and results-driven professional with extensive experience impacting organizational performance through expert research and analysis. Evaluate market and competitive conditions, current and emerging trends, and industry-specific solutions to ensure optimal position in the marketplace. Exceptional strategist analyzing trends and forecasting sales to develop long-term strategies, key objectives, and operations execution plans based on business practices as well as maximum growth and profitability.

Demonstrated success record in:

- Branding, managing and positioning product lines.
- Distilling value, overcoming objections and securing hard to close deals.
- Teaming with members of all departments to ensure overall profitability
- Strategically analyzing business and finding new opportunities to increase market share
- Proven Success Introducing Process Improvements in Marketing, Supply Chain Management, Operations, and Reporting initiatives driving corporate goal attainment.
- Dedicated and enthusiastic about developing positive vendor relations and exceeding organizational goals.

Experience

Service King Collision Repair Centers
Senior Procurement Manager

October 2017 - Present

Richardson, Texas

- Negotiated enterprise wide contracts that will save the company an estimated 35% in YOY Cost, and will also provide the company millions in avoidance savings by increasing efficiency.
- Managed RFPs for both Direct and Indirect spend which led to substantial reduction in supply base, while also cutting spend by up to 40% in their respective categories.
- Acting as department analyst due to proficiency in Microsoft Excel, as well as demonstrated success in analytics.
- Successfully presented to the C-Suite, as well as Blackstone Executive team on the opportunities that exist in the various projects being managed.
- Recognized by Blackstone Executive Team for forward thinking and being able to take large, complex issues and find sustainable solutions that drive savings and efficiencies.
- Participated in Six Sigma and Lean manufacturing projects that are going to increase revenue by driving consistency and efficiency across the enterprise.
- Successfully managed change management projects that were communicated and rolled out seamlessly.

Raytheon

Senior Procurement Specialist

December 2016 - October 2017 (11 months)

Plano, Texas

- Liaison between Program Management, MRP Controllers, Engineering, Quality, and our RPM Manufacturing facility to ensure that all deliveries are on time, have fair and reasonable pricing, and meet all requirements necessary to deliver satisfactory goods.
- Lead cross functional teams to find solutions to long standing issues, by taking systematic, repeatable approaches to issues that were being encountered daily.
- Completed Six Sigma Project which reduced the amount of time taken to close IOTs, while also reducing the risk that was present by leaving IOTs open, despite being processed in full.
- Increased efficiencies by creating automated templates in Microsoft Excel for buyers to use while performing various tasks, which brought the estimated time of completion from 5 hours, to just a few minutes.

MAG Retail Group

1 year 4 months

Procurement Manager

May 2016 - November 2016 (7 months)

Irving, TX

- Manage a team consisting of Senior Buyer, Buyers, and Assistant Buyers with goal of improving on time delivery and healthy inventory levels
- Established new KPIs to help us more effectively manage the buyer's portfolios. This has increased on time delivery, while decreasing inventory by millions.
- Helped with escalations of vendors that needed additional helps as they were identified as problem suppliers.
- Create new guidelines on vendor compliance to ensure product flows through our system efficiently and with no issues
- Extensively involved in new warehouse activation and subsequent clean up. Fill rates have increased every month since my involvement started.
- Work with team to set more effective way of managing suppliers and increase profitability
- Work with software development team to ensure optimum performance of system

Demand Planning Manager

August 2015 - May 2016 (10 months)

Irving, TX

- Manage a team that's purpose is to ensure we are optimizing our position in the market by analyzing our business from all standpoints and making sound decisions based off of our findings.
- Prepare and present, all financial reports to Vice-President, as part of a monthly, quarterly, and yearly business recap used to form strategies going forward.
- Active member in the Leadership Committee, that's purpose is to establish long-term goals of company and fix issues that we are currently facing.
- Established reporting procedures to keep the merchandising teams informed of all trends and analysis that will allow them to run their businesses effectively.

FMC Technologies

1 year 11 months

Senior Buyer

June 2015 - August 2015 (3 months)

Houston, Texas Area

- Increased focus on contract negotiations and working on long term, strategic solutions.

- Provide leadership through technical training and mentorship to new associates in the Supply Chain Rotational Program.
- Act as a key advisor to all levels of management in strategic sourcing decisions.
- Actively participates in technical business initiatives and drives change management beyond the immediate team for the business unit.

Buyer III

February 2014 - June 2015 (1 year 5 months)

Houston, Texas Area

- Effectively taken a purchasing group that has doubled in size one year off of the critical path for my projects. Keys to making this happen were developing strong relationships with internal customers and suppliers, as well as launching new efficiency initiatives for suppliers and planners.
- Lead negotiations for a contract with one of the largest companies in the world, which will have substantial potential saving. This has also introduced competition into a value stream that has previously had none.
- By gaining credibility from members across various groups of FMC, I have been able to present previously unpopular ideas, and gain acceptance and excitement around them.
- Linked internal and supplier engineers, to establish a standard solution to project specific, highly specialized parts that will cut lead times down by 50% on long lead time items.

Buyer II

October 2013 - February 2014 (5 months)

- Successfully implemented a new MRP Planning System for suppliers that improved on time delivery for critical parts by 57%, in a purchasing group that had historically been catastrophically late to MRP Need Date.
- Worked closely with suppliers on implementing new policies to help streamline new processes and improve the relationship between not only the buyer and supplier, but all cross functional stakeholders in both companies.
- Implemented and documented stocking programs with critical suppliers to allow FMC to not be affected by late additions to projects or damages that can occur throughout the life of the project.
- Developed relationships with key stakeholders in the company to navigate heavily regulated parts through the system, and to our internal customers.

Halliburton

2 years 1 month

Senior Procurement Specialist

June 2012 - October 2013 (1 year 5 months)

Boots & Coots

Continuing to improve efficiencies throughout company by implementing new policies that are being used as guidelines company wide.

Involved in the Halliburton RFID Tag Pilot program that will soon be used around the world. Also, part of the RFID programming group that is only comprised of 6 people across various job disciplines.

Involved in international shipping including to countries that are heavily regulated due to political turmoil.

Procurement Specialist

May 2012 - June 2012 (2 months)

Boots & Coots

Purchasing all capital assets that will be used across my PSL.

Improved processes and procedures that will help our PSL run smoother and more efficiently.

Improved communication between different departments which has cut down on issues that were being encountered because of lack of communication.

Procurement Specialist Associate

October 2011 - May 2012 (8 months)

Responsible for purchasing all consumable inventory to be used through my PSL.

Heavily involved in price and contract negotiation with vendors.

Comprised ideas to help stream line and help our company run more efficiently. Many of my ideas are being implemented throughout Boots & Coots.

Started and executed a bar code scanning program for all inventory items that are soon to be used throughout the Boots & Coots.

Academy

Associate Buyer

October 2008 - October 2011 (3 years 1 month)

Katy, TX

Managed the heavily regulated category of firearms and knives during the biggest spike in sales in the history of the industry. Responsible for allocation, vendor relations, reporting, business analysis, and compliance with federal regulations.

Manage the Camo and Hunting Equipment Business for a 130+ store retailer in the Southern United States. Responsible for business analysis, marketing, vendor relations, as well as reporting.

Fletcher & Associates

Medical Recruiter

May 2008 - October 2008 (6 months)

Built and maintained relationships with health care facilities and candidates for positions at those facilities

Performed data-basing to find potential employees for health care facilities

Worked directly with the upper management of health care facilities to figure out the most efficient way to fill needs of the facility

Education

Oklahoma State University

Bachelor of Business Administration (BBA), Purchasing, Procurement/
Acquisitions and Contracts Management · (2004 - 2008)

Oklahoma State University

BS, Business and Political Science · (2004 - 2008)

Contact

www.linkedin.com/in/sheethal-puthenmadhom-7093013a
(LinkedIn)

Top Skills

Logistics
Manufacturing
Problem Solving

Languages

French (Elementary)
English (Native or Bilingual)
Hindi (Elementary)

Certifications

ISO9001

Sheethal Puthenmadhom

Manager (Procurement , Supply Chain , Strategic Sourcing , FAR & DFAR , Metrics,Network Operations)
Irving, Texas

Summary

Lead Quality Engineer for 2 US government programs.

*Manage Strategic Sourcing, Procurement & Supply Chain Life Cycle of Defense Acquisition Material.

ISO 9001 Auditor

FAR & DFAR Auditor

Lean & Six Sigma Certified Auditor

Manage Strategic Sourcing, Procurement & Supply Chain Key Process Indicators , Metrics & Dash Board Initiatives

Network Operations & Installation

Responsible for updating and maintaining the Department Work Instructions , Policies & Procedures , Procurement Manuals.

Conduct Quarterly Training and Refresher training on Strategic Sourcing Initiatives ,FAR's and DFARs for the Supply Chain Team.
Material Management

Experience

L3 Vertex Aerospace

Manager (Procurement , Supply Chain ,Strategic Sourcing)

June 2015 - Present

Madison, Mississippi

Manage Strategic Sourcing, Procurement & Supply Chain Life Cycle of Defense Acquisition Material.

ISO 9001 Auditor

FAR & DFAR Auditor

Lean & Six Sigma Certified Auditor

Manage Strategic Sourcing, Procurement & Supply Chain Key Process Indicators , Metrics & Dash Board Initiatives

Responsible for updating and maintaining the Department Work Instructions , Policies & Procedures , Procurement Manuals.

Conduct Quarterly Training and Refresher training on Strategic Sourcing Initiatives ,FAR's and DFARs for the Supply Chain Team.

Material Management

Supply Chain / Procurement Process Training Initiatives

Lockheed Martin : Missiles & Fire Control

Lead Senior Systems Software & Mechanical Quality Engineer

October 2012 - May 2015 (2 years 8 months)

Grand Praire , Texas

Quality Control / Software Testing/ HWIL/SAP/Q Notes/MRB/DOORS/

Rhapsody/PLM/

Education

Southern Methodist University

P Hd in Systems Engineering (Supply Chain), Systems Engineering

specialising in Logistics & Supply Chain · (2015 - 2021)

Lyle School of Engineering,SMU

Certificate in Global Systems and Sustainable Organizations, Organisational

Management · (2010 - 2012)

Southern Methodist University

MS in Mechanical Engineering, Manufacturing Systems &

Management · (2010 - 2012)

Southern Methodist University

Master of Liberal Studies, Philosophy & Humanity · (2009 - 2010)

Contact

www.linkedin.com/in/jamesconlon2001 (LinkedIn)

Top Skills

Project Management
Supply Chain Management
Transportation

Languages

English (Native or Bilingual)

James Conlon

Senior Manager Supply Chain & Logistics,
Dallas/Fort Worth Area

Summary

I am a dynamic, talented and focused management professional with over 25 years of progressively responsible experience. The following items help to illustrate the value I can deliver in any role

*Demonstrated ability to work both independently and cross-collaboratively

*Driven to achieve or surpass company objectives

*Able to assess operational tactics and execute innovative strategies using new technologies to bolster overall efficacy and performance excellence

SKILLS:

Project Management
Transportation + Warehousing Procurement and operations
Sales & Business
Account Management
Customer Service
Supply Chain
Procurement
Management
Strategic Planning

HIGHLIGHTS:

- Devise comprehensive strategic plans that aim to align with operation and fiscal objectives (HP)
- Proposed record retention and business continuity plans that served to increase levels of company success and profit (HP)
- Hand-selected as the Project Lead for the Direct Ship Dynamic routing project (HP)
- Analyzed product line supply chains to determine viability of fit with the HP International Direct Ship program (IDS); ensured that IDS would yield operational benefit across all chains

Experience

HP

19 years 6 months

Senior Manager, Supply Chain Logistics (Procurement & Operations)

2013 - Present

Plano, TX

Direct the design and delivery of cutting-edge logistics strategies that incorporate all modes of transportation in a dynamic team environment. Engage in executive-level interaction with customers across the US, Canada and Latin America. Present project results and assess client needs within each country. Liaise with LSP executive staff during negotiation and escalation; foster positive and lasting relationships to drive business continuity and success.

Oversee approximately \$150M in annual logistics spending, used in parcel, airfreight, LTL and ocean transport operations; strive to ensure financial wellness and predictability. Create and execute budgets that aid in the management of the total workforce. Supervise a team comprised of three managers and 24 individual contributors; work collaboratively to set goals, facilitate professional development and offer career mentoring.

Manager in Global Logistics Parcel Procurement

2002 - 2013 (12 years)

Plano, TX

Served as the foremost negotiator and strategist for international parcel transportation and logistics procurement efforts. Acted as a primary focal point for key global partners; formed strategic partnerships, forged negotiations, designed contracts and completed service benchmarking efforts. Skillfully led the execution of a multi-year logistics renovation that served to continually generate cost reductions, improve transit time and bolster levels of provider rationalization. Structured the company's existing logistics provider contracts; ensured holistic nature of each and specified them to fit with regional or operational statements of work.

Drove projects via network optimization, thus yielding millions of dollars in total savings. Designed a value capture that included leading global RFQs, direct negotiations, network analysis and a switch to new carriers that best fit company's market needs. Created new freight audit competencies to detect over-billing; used market research to ensure payments and liabilities did not exceed market standards. Eliminated a service-level guarantee whose

absence reduced domestic spend by 3%. Managed \$300M in total logistics spend company-wide. Administered LSP escalations; liaised between the business and the carrier to resolve issues in a timely and all-encompassing manner.

Supply Chain Program Manager

2000 - 2002 (3 years)

Plano, TX

Ran all operations for the HP International Direct Ship (IDS) program that spanned across four product lines and accounted for \$2.3B in annual generated revenue. Organized the seamless transition of the Direct Ship Program from an integrated carrier system to a freight forwarder; accrued \$1M in savings and a 35% increase in timely delivery.

Hand-selected as the Project Lead for the Direct Ship Dynamic routing project. Coordinated HP IT, CM and a third-party IT organization to collaboratively finish project. Developed a highly effective solution that automatically routed shipments based on rate and service parameters. Analyzed product line supply chains to determine viability of fit with the International Direct Ship program (IDS); ensured that IDS would yield operational benefit across all chains.

Education

California State University-Dominguez Hills

Bachelor of Science (B.S.), Public Administration

Southeast Missouri State University

Completed Courses

Contact

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

Top Skills

Vendor Management
RFP
Procurement

Certifications

Six Sigma Yellow Belt

Honors-Awards

Six Sigma Yellow Belt
Certified Contingent Workforce
Professional (CCWP)
VMS professionals

Robin Rhodes Harris

Procurement Category Manager
Plano, Texas

Summary

Consulting Director with over 15 years of experience managing and driving workforce solutions for contingent labor. Responsible for negotiating contracts, managing contract labor and direct suppliers, negotiating supplier terms, identifying potential risks, creating strategies, implementing new initiatives, reporting and implementing VMS tools from RFP to go live.

Experience

JCPenney

Procurement Category Manager (Corporate Services, HR, Legal, Contingent Labor)

November 2015 - Present

Plano, Texas

Purchase Corporate Services for organization with activities such as RFI, RFP, vendor vetting, vendor selection, contract management, negotiation and execution, amendments, and supplier scorecards.

Manage contingent labor program with \$40M annual spend. Conduct initiatives to ensure program evolves into best in class. Negotiate and execute corporate services contracts for organization.

Consistently review contingent labor program policies, procedures, vendor management tool and managed service provider for opportunities to cultivate.

Create detailed analytics that are used to promote the contingent labor program and support new initiatives.

Work closely with our vendor management systems (Beeline) to conduct enhancements in the tool to better equip the managed service provider (Tapfn) with daily activities and initiatives.

Manage direct reports and provide opportunities for each to build skills that will allow for growth and mobility within the organization or industry.

Attend monthly and annual conferences and meetings to keep conversant with the latest trends and best in class prospects in the industry.

Purchase corporate services needs including price and contract negotiations for areas within the organization such as Legal, Human Resources, Diversity and Home Services.

- # Work extensively with leadership to gain executive sponsorship on changes in the contingent labor program, including contract terms, program policies, vendor management systems, managed service providers and industry trends.
- # Conduct quarterly reviews on contingent labor suppliers, optimizing and adding as needed to ensure proper balance.
- # Review active initiatives, program wins and opportunities with managed service provider on quarterly basis.

Volt Consulting Group

Director for PepsiCo and JCPenney Contingent Labor Program

September 2008 - October 2015 (7 years 2 months)

Plano, TX

Managed client programs (PepsiCo and JCPenney) covering contingent workforce hiring needs on a national level, ranging from \$10-\$120M in spend. Advised clients on risk mitigation, compliance, supplier optimization, cost savings strategies and vendor management systems.

- # Contingent labor subject matter expert for implementation of multiple vendor management systems (Fieldglass, IQNavigator, HRP), tasked with the RFP, selection, design, functionality, implementation and training to meet program needs.

- # Provided strategic plans for best in class program including new Vendor Management System, spend expansion, cost savings, supplier optimization, reverse auction, internal communication, marketing materials and change management.

- # Developed business intelligence and reporting capabilities to analyze data used to mature program into best in class.

- # Managed all program team members providing training, supervision, mentoring and bi-annual reviews.

- # Reviewed the industry landscape for industry trends, market pricing, and future expectations.

- # Managed all aspects of the IT Helpdesk function for global client.

- # Created numerous business cases, white paper, handouts, presentations, and PowerPoints to further promote the programs to difference audiences.

- # Created and conducted quarterly and annually business reviews for clients providing suggested initiatives using PowerPoint.

- # Generated numerous daily, weekly, monthly and quarterly reports on spend, savings, diversity spend, headcount, supplier scorecard and program future potential using vast experience in Excel.

- # Drove efficiencies through standardization, decreased maverick spend and supplier scorecard criteria. Conduct bi-annual supplier reviews providing feedback, improvement plans, audits and optimization.
- # Increased program in size and scope from \$45M to \$120M in annual spend.
- # Administered firm driven bill rate reductions and furloughs for financial relief, saving over \$40M in my tenure.

BearingPoint

Procurement Contract Labor Specialist

June 2004 - September 2008 (4 years 4 months)

Public Sector Management for the \$600M/year internal contingent labor program providing contract labor for clients such as The Texas Department of Transportation and Immigration and Customs Enforcement.

- # Selected, designed and implemented first VMS tool for organization. Promoted new tool and program to internal stakeholders (IQNavigator).
- # Managed vendor relationship and contract process to completion. This included negotiating terms of legal agreements with each vendor around insurance requirements, guarantees, contingency fees, conversion fees and miscellaneous terms.
- # Sourced short term and permanent contracts involving the recruitment of mid to senior level IT, Management, Contract Recruiters and administrative professionals for projects throughout the USA specializing in Federal, State and Local, Education and Healthcare.
- # Identified potential risks for Federal projects, as well as the organization. Complied with all Sarbanes Oxley policies and client contract flowdowns.
- # Researched, evaluated, and provided crucial contribution to the management and legal team on the creation/revision of contracts and SOWs for organization.
- # Educated and promoted the vendor management program and VMS tool to internal teams/clients and fully trained each on the system and process.
- # Worked with leadership and the Public Sector Contracts team to compile necessary documents for all Federal Audits.
- # Developed Change Management process, procedures and consequences around contract labor procurement.
- # Worked with teams to coordinate budget plan for subcontract spend as well as direct placement spend.
- # Conducted annual supplier RFP's and forums where performance and mentoring occurred. Selected vendor base and maintained strong relationships to provide the best candidates.

Developed, implemented and documented procedures for new positions.
Trained new hires on internal processes and positions.

Minorplanet

New Accounts Coordinator

2002 - 2004 (3 years)

Responsible for obtaining financing for new client for Company's US Division, coordinating with leasing companies, system training and tracking company vehicles via vehicle tracking device system.

- Maintain multiple reporting tools to help create and deliver metrics, annual review and presentations to Client executive sponsors.
- Worked closely with sales manager to close organization's largest customer account generating \$500,000.
- Facilitated sales and lease process between clients and lenders. Prepared all closings with 3rd party lenders while utilizing proven negotiating and consultative skills.
- Responsible for sales presentations for the organization by facilitating product demonstrations and in-house presentations with C-level decision makers.
- Gained knowledge of software applications to effectively train staff and clients on company technology.

Education

Texas State University

BA, Business, Management, Marketing, and Related Support
Services · (1995 - 2000)

Westwood High School

High school · (1990 - 1994)

Contact

www.linkedin.com/in/bobroth1
(LinkedIn)

Top Skills

Decision Support
Airlines
Procurement

Bob Roth

Strategic Sourcing Professional
Dallas/Fort Worth Area

Summary

Strategic sourcing professional with an extensive airline and technology background.

Team leader, manager, contracts negotiator, coach, mentor, process improvement, mergers and acquisitions, implementations, and project management.

For more information please contact me at rwroth2@yahoo.com

Experience

Fidelity Investments

Senior Category Manager - IT Procurement

January 2012 - Present

Westlake, TX

Fidelity Investments is one of the world's largest providers of financial services.

Partner with business unit leaders and collaborate with project teams by developing and implementing the sourcing strategy and project plan for strategic software projects.

Developed and implemented the sourcing strategy for several projects that resulted in more than \$2MM in negotiated savings.

Coordinate, develop, and manage the RFP process by providing thought leadership, leading the evaluation of vendor proposals, and providing the appropriate recommendation.

Southwest Airlines

Purchasing Manager

March 2005 - January 2012 (6 years 11 months)

Southwest Airlines is the largest domestic passenger airline in the US.

Managed a team of buyers and associates who procured hardware, software, telecom, professional services, and procure-to-pay (PTP) activities. Handled major strategic sourcing projects and developed procurement processes, goals, and procedures. Integrated the AirTran technology purchasing function into the Southwest Airlines purchasing organization.

Affiliated Computer Services (Xerox)

Decision Support Leader

September 2004 - March 2005 (7 months)

Xerox (formerly Affiliated Computer Services) is a leader in Business Process Outsourcing and IT Services across a variety of industries and the public sector.

Supported sales pursuit teams with software outsourcing cost estimates - specialized in Mainframe and Midrange computer systems.

American Airlines Inc.

Technology Sourcing Leader

March 2000 - September 2004 (4 years 7 months)

Sourced technology for American Airlines system-wide. Led major projects and cross-divisional teams.

Sabre Holdings

Technical Sales Consultant

May 1997 - March 2000 (2 years 11 months)

Conducted technical sales presentations to major corporations world-wide to support the sales effort for Sabre's Business Travel Solutions division.

Installed travel business solutions software and hardware at client locations world-wide.

Sabre Holdings

Senior Field Service Technician

March 1994 - May 1997 (3 years 3 months)

Installed Sabre hardware and software at national travel agency locations nation-wide.

American Airlines

Senior Communications Engineer

May 1989 - March 1994 (4 years 11 months)

Engineered radio communication systems throughout the AA system and the System Operations Control center located at AA HDQ. Responsible for all domestic air/ground voice and datalink communications, installation, and support.

Motorola

Radio Systems Engineer - Airlines

May 1985 - May 1989 (4 years 1 month)

Engineered radio communication systems for airlines and railroads nationwide. Specialized in 800Mhz Trunked Radio and UHF systems at airports.

Education

Vision International University

Master of Arts (MA), Business Administration and Management,
General · (1998 - 2000)

Morehead State University

BA, Communications · (1975 - 1978)

Contact

www.linkedin.com/in/ken-abbott-81a79662 (LinkedIn)

Top Skills

Financial Analysis
Financial Modeling
Finance

Certifications

Certified Purchasing Manager (C.P.M.)
Certified Professional in Supply Management (CPSM)
Certified Six Sigma Green Belt (CSSGB)
Certified Professional in Supplier Diversity (CPSD)

Ken Abbott

Manager, Procurement
Dallas, Texas

Summary

Experienced procurement professional with a proven history of leading numerous categories across multiple industries and achieving multimillion dollar cost savings. Skilled in category management, negotiation, pricing strategy, six sigma, contracting, finance, and strategic sourcing. Adaptable and transformational manager demonstrating exceptional leadership and people management skills. A certified procurement professional (CPCM - C.P.M. - CPSM - CPSD - CSSGB) with a Master of Science in Finance from Naveen Jindal School of Management, UT Dallas.

Experience

Neovia Logistics
Manager, Global IT Procurement
April 2017 - Present
Irving, Texas

- Hardware (Enterprise, Network, Workstation, Peripherals)
- Software (SaaS, On-Prem)
- Telecom (Mobility)
- IT Consulting
- IT Managed Services (IaaS, PaaS, Data Center, Cloud)
- IT Security

Nokia
Category Manager -- Indirect
April 2015 - August 2016 (1 year 5 months)
Irving, Texas

- Network Planning and Optimization
- External Workforce Services (Labor)
- Test and Measurement Equipment

BT
Senior Procurement Manager -- Indirect
March 2014 - April 2015 (1 year 2 months)

Irving, Texas

- HR Services
- Financial Services
- Travel
- Legal, Regulatory and Audit
- Advising and Consulting
- Utilities

HP

Strategic Procurement Manager -- Direct
October 2010 - February 2014 (3 years 5 months)

Dallas, Texas

- Hard Disk Drives (HDD)
- Solid State Drives (SSD)
- Kitting

World Wide Procurement, Dell

7 years 9 months

Global Commodity Manager -- Indirect
February 2007 - October 2010 (3 years 9 months)

- Logistics Services (HWA, Parcel, TL, LTL, Warehouse, Customs and Brokerage, Scrap, Fulfillment, Returns)
- Packaging
- Repair Services (Notebook, FP Monitor, Printer, TBU, Motherboard)

Global Logistics Program Manager -- Custom Logistics
February 2003 - February 2007 (4 years 1 month)

JPMorgan Chase

Research Analyst

October 2000 - September 2001 (1 year)

Merrill Lynch

Margin/Options Analyst

July 1999 - September 2000 (1 year 3 months)

93rd Air Refueling Squadron, FAFB, WA, USAF

In-Flight Refueling Specialist

June 1995 - June 1999 (4 years 1 month)

- Aerial Achievement Medal

- Air Force Achievement Medal
- Good Conduct Medal
- Combat Readiness Medal
- National Defense Service Medal
- Armed Forces Expeditionary Medal

Education

Naveen Jindal School of Management, UT Dallas
Master of Science (M.S.), Finance · (2017)

Arizona State University
Bachelor of Science (B.S.), Supply Chain Management · (2002)

Michigan State University
Bachelor of Science (B.S.), Mathematics · (1997)

Contact

www.linkedin.com/in/baron-mitchell-40317b11 (LinkedIn)

Top Skills

Microsoft Office

Contract Negotiation

Project Management

Baron Mitchell

Senior Finance Manager Dairy Procurement at Dean Foods
Dallas, Texas

Summary

Ambitious self-starter with proven track record utilizing strong analytical reasoning skills in a variety of roles including: financial modeling, analysis, forecasting, report creation, logistics, project coordination as well as project management. Experienced with multiple systems and tools including Tableau, Oracle Essbase, and Microsoft Office with expert level knowledge and experience in Excel. Generally computer proficient and easily able to learn new tools and systems.

Experience

Dean Foods

Senior Finance Manager Dairy Procurement
September 2018 - Present
Dallas/Fort Worth Area

Dean Foods

Senior Business Analyst
June 2014 - Present
Dallas/Fort Worth Area

- Senior analyst running FP&A for internal supply chain consisting annually of 4.9 Billion pounds of independently sourced milk for Dairy Direct program.
- Responsible for all program reporting including but not limited to: Monthly P&L, financial modeling/forecasting, linear solving based scheduling, ad hoc analysis, contributing an average of \$25M of OI annually.
- Create and Present monthly and quarterly functional review Power Point presentations for executive leadership.

RTKL

Financial/Procurement Analyst
June 2010 - May 2014 (4 years)

- Filled various roles as needed including: project coordination, project management, procurement, financial analysis, budget analysis, schedule creation, and proposal creation.

- Coordinated multiple project teams ensuring all client needs and deliverables were met successfully
- Initiated review of project phases, current systems, and project reporting needs to develop integrated reporting package and project management dashboard.
- Successfully integrated use of reporting functionality to increase logistical efficiency and leveraging opportunities resulting in reduced project costs.
- Designed revised fee proposal analysis improving cost and fee projections.
- Integral team member for preparing proposals and participating in client interviews and company presentations.
- Coordinated use of reporting package to successfully complete multiple hospital new-construction projects across the United States.

CitiMortgage, O

Loss Mitigation

October 2009 - June 2010 (9 months)

- Responsible for analyzing, negotiating, and underwriting loan modifications for loss mitigation on delinquent loan profiles.
- Assisted with development and implementation of revised standard operating procedures resulting in increased operational efficiencies
- Effectively managed workload to consistently exceed goals and produce top performance numbers

Education

Auburn University Harbert College of Business

Bachelors, Business Administration, Finance · (2004 - 2008)

Contact

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

Top Skills

Supply Chain Management
Strategic Sourcing
Purchasing

Languages

Tamil
Hindi
English

Bharath Krishnan

Airline leader committed to improving air travel experience
Dallas/Fort Worth Area

Summary

Procurement and supply chain professional experienced in strategic sourcing, supply management and ERP consulting.

Specialties: Strategic Sourcing, Global Sourcing, Supply Management, Commodity Management, Supplier Development, Supplier Negotiations, Contract Management & Compliance, Value Strategies, Project Management, Bid Analysis, Cost Modeling, Budgeting and Cost Controls, Merger Cost Synergies, Executory Contracts in Bankruptcy, ERP Consulting

Experience

American Airlines

10 years 6 months

Senior Manager, Procurement and Supply Chain

April 2018 - Present

Dallas/Fort Worth Area

Managing a team of Commodity Managers and responsible for procurement and supply management of aircraft engines. Annual operating expense of ~ \$500 million.

Manager, Procurement and Supply Chain

December 2013 - April 2018 (4 years 5 months)

Fort Worth, Texas

Managed a team of Commodity Managers and responsible for procurement and supply management of aircraft cabin interiors. Capital spend of ~ \$3 Billion over 5 years to support fleet transformation (new aircraft cabin interiors and existing aircraft modifications)

Sr. Commodity Manager, Procurement and Supply Chain

July 2010 - December 2013 (3 years 6 months)

Fort Worth, Texas

Procurement and supply management of in-flight entertainment and connectivity systems and services; Activities included: RFI for new technologies, RFP to suppliers, bid analysis, supplier negotiations, writing complex agreements and managing supply chain; Annual spend of \$140 million

Commodity Manager, Procurement & Supply Chain

January 2009 - July 2010 (1 year 7 months)

Tulsa, Oklahoma Area

Procurement and supply management of aircraft electronics and mechanical systems; Annual spend of \$80 million.

NC State University

Graduate Research Assistant

August 2007 - December 2008 (1 year 5 months)

Tata Consultancy Services

Assistant Systems Engineer - ERP SAP Practice

June 2005 - July 2007 (2 years 2 months)

Chennai, India

Education

North Carolina State University

Masters in Integrated Manufacturing Systems Engineering, Logistics and Supply Chain · (2007 - 2008)

PSG College of Technology

Bachelor of Engineering, Mechanical Engineering · (2000 - 2005)

Contact

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

Top Skills

APICS
Asset Management
BMC Remedy

Languages

English (Native or Bilingual)
Greek (Elementary)
Spanish (Limited Working)

Kim Djinis

Sr. Procurement Manager at HMS
Frisco, Texas

Summary

A motivated, solutions-driven Sr. Procurement Manager, using cost-effective strategies for improving overall operations. Dedicated to the success of clients and company, and one who values high ethical standards, new ideas, and dedication to “best practices” in all areas of expertise.

Recognized for the achievement of goals, budgets, and business objectives, especially as they pertain to exceeding expectations. Possess an exceptional level of versatility gained from acquired managerial skills in such sectors as:

- # Purchasing
- # Asset Management
- # Vendor Management
- # Strategic Sourcing
- # Contracts & Services
- # Inventory Control

I have had the good fortune of successfully establishing cultures of excellence by developing and leading motivated and cohesive teams to support the execution of strategic plans and objectives.

kcd.1999@me.com

Experience

HMS
Sr. Manager, Procurement & Sourcing
February 2016 - Present
Irving, Texas

Manage all phases of Procurement and Sourcing including but not limited to Vendor Management, RFP & RFQ process, Asset Management, PO System, Purchasing, Agreements, and Contract Negotiations.

Lennox International

Manager, Procurement & Sourcing

December 1997 - December 2015 (18 years 1 month)

Richardson, TX

Responsible for managing all phases of IT procurement for nine Lennox companies with over 270 locations (warehouses, manufacturing, and distribution centers). These are located throughout the United States and across Canada. I manage and advise Global locations located in 10 countries worldwide. I also create and distribute RFPs, review competitive bids, and manage all Vendors. Additionally, I ensure all corporate policies and procedures are followed and are SOX compliant.

Key Achievements:

- Negotiated pricing with new and current Vendors, resulting in a 33% cost reduction.
- Competitive bidding, implementing solid agreements, and improving business processes.
- Together team helped direct savings of over \$4M to the bottom line.
- As member of Standards Committee, helped develop and implement standards used globally.

Flow Management & Associates

Manager of Operations

1995 - 1997 (3 years)

Dallas, TX

Directed the restructuring and expansion of this international consulting firm, specializing in TQM, Cycle Time Reduction, and Continuous Improvements. Identified key strengths to focus on the consulting services and products that were marketable. Helped orchestrate a business changeover allowing company to expand nationally. Negotiated venture capital funding, facilitating the solicitation and services, including Rollerblade-Milwaukee, Black & Decker-Brazil, and AMRE- Chicago.

Education

Texas Tech University

Business Administration, Management and Operations

Contact

www.linkedin.com/in/melindaphillips2 (LinkedIn)

Top Skills

Program Management
Project Management
Procurement

Melinda Phillips

Procurement Manager at Raytheon
Dallas/Fort Worth Area

Experience

Raytheon

4 years 9 months

Procurement Manager

October 2018 - Present

Plano, Tx

- Lead Components, Semiconductor, PWB/CCA Procurement Team within the Global Business Services Supply Chain - REPS (Raytheon Enterprise Procurement Services) organization
- Manage a virtual team procuring production and non-production components in support of all four business units

IIS Global Training Solutions (GTS) Procurement Manager

September 2017 - September 2018 (1 year 1 month)

Orlando, Florida

- Manage an organization of approximately 22 buyers across multiple locations (including 3 team leads) that require frequent movement of resources to meet critical program demands
- Responsible for executing Procurement strategies that align with Mission Area Supply Chain and Program strategies supporting both the capture and execution of business
- Focus on improving our competitive advantage through lowering costs, improving cycle times, and maintaining compliance to all FAR / DFAR requirements and IIS Procurement policies and procedures
- Participant in 2018 Emerging Leader Talent Pool (ELTP) and Accelerator Program

IIS Supply Chain Planning Manager

November 2016 - September 2017 (11 months)

Richardson, Tx

- Responsible for overseeing a geographically dispersed team that is responsible for managing all aspects of requirements requisitioning and material management

- Lead and implement Automation Process Optimization Strategy, involving implementation of eREQ (along with WebBuyer), increasing usage of FASTX and AutoPO

Project and Process Manager

October 2014 - November 2016 (2 years 2 months)

Plano, TX

- Organizing, planning, and managing the execution of GBS SC strategic initiatives
- Currently participating on the Enterprise process team for Supply Chain Financing, as well as conducting monthly reviews and report outs to Senior Leadership Team
- Characterizing current state supply chain processes, identifying deltas across Businesses, and coordinating the development of standard processes around best practices and Lean practices
- Facilitate RCCA process root cause, investigate possible process improvement implement corrective actions
- Lead and participate in the implementation of process improvement and standardization efforts, including Source to Pay
- Conduct bi-monthly Knowledge@GBS SC session to keep REPS Procurement Professional up to date on process improvements and provide training on unique business procurement requirements
- Liaison for REPS to GBS Contact Center investigation issues raised by customers to identify process improvement or training needs
- Manage Process Improvement Suggestion Program by evaluating employees ideas and coordinate with business SME's for implementation
- Interviewed, hired and managed contractors to assist with GBS proposal activities (including RMS PEW's), JCA efforts and Supply Chain Financing Program

Sonus

Channel Marketing Operations

June 2013 - August 2014 (1 year 3 months)

Richardson, TX

- Design, enhance and implement the infrastructure & business processes required to effectively manage a successful set of Channel incentives and programs
- Develop, maintain, document all channel operations procedures, including partner incentive programs
- Proactively collaborate with Channel Sales team, Channel Marketing team, Partners and Distributors to provide appropriate information

- Develop, manage and publish a set of core channel metrics to achieve visibility on impact from the defined programs, and drive enhancements
- Produce monthly/quarterly reports and analysis on Partner/Distributor performance
- Provide reporting for QBRs, operation reviews and individual channel partner status updates
- Participated and led process improvement and automation teams

Raytheon

Material Program Manager, Certified

October 2009 - May 2013 (3 years 8 months)

- Develops, manages and monitors the preliminary material strategy and material program plan
- Establishes Risks and Opportunities
- Develops material budget and material milestones
- Primary program interface to procurement and supplier interface with the program including participating on weekly telecoms with suppliers
- Leads material quoting process from customer RFP and supporting development of SOW
- Cost Account Manager for material supplying EV inputs and forecast
- Responsible for supplier/material recovery and resolution

Nortel

9 years 1 month

Enterprise Marketing Budget & Professional Development

January 2009 - October 2009 (10 months)

- Establish the Enterprise marketing budget framework and maintain a quarterly / monthly operating / tracking rhythm to meet financial, operational and organization goals of the Enterprise Marketing Council (EMC).
- Implement the Enterprise Marketing professional development program and track usage of the existing program.

Marketing Planning and Sales Effectiveness prime

May 2008 - December 2008 (8 months)

Responsible for the coordination of our marketing planning efforts globally as well as ensuring that we have a consistent approach across Enterprise applied to our sales enablement content on nortel.com, BizSphere and related vehicles.

Business Operations

May 2007 - April 2008 (1 year)

- Acted as Business Operations Prime for GM and VP of HR
- Track and coordinate Session 1 objectives and commitments
- Support and coordinate communication activities. Gave input on content for bi-monthly newsletter as well as re-created the Enterprise website.
- Responsible for Own IT initiatives, defined and implemented a plan to increase participation, and the final outcome brought Enterprise from 14% to 88% for 2007.
- Award and Recognition prime, consolidated all Award of Distinction nominees and present them to the team for evaluation.
- Defined and lead diversity initiative s and programs for Enterprise Solutions. Also, currently an office holder on the Richardson Women's Business Council.
- Designed, lead, and implemented Richardson Holiday party for 2007. The attendance was larger than we have had in the last 5 years. Positive feedback from employees on the post-party survey.

Order Mgmt

October 2000 - May 2007 (6 years 8 months)

- Interface daily with Project Management, Finance, Sales, Engineering, Project Scheduling, Forecast and Compliance and Account Team to ensure customer satisfaction and success for Nortel.
- Managed complex and merchandise customer orders from PO receipt to billing and Project closure
- Managed CIP, Market Inventory and Billing Backlog balances to meet deadlines and resolve outstanding balances as well as customer billing disputes.
- Responsible for Developing, maintaining and tracking project budgets in financial systems for revenue recognition
- Tracked and Maintained quarterly customer material forecast and factory compliance to meet customer requirements. Also worked escalations to meet customer needs.
- Took part in SAP roll out and implementation in 2002. Served over 5 years as SAP Training/Mentor to US Wireless Order Operations personnel (67 employees)
- Special Projects as assigned, such as KRS clean up around 100M
- Optical Prime for all accounts

Chase Medical

Customer Service Supervisor

January 1998 - September 2000 (2 years 9 months)

MCI

Intern - CPE order processor

June 1994 - August 1997 (3 years 3 months)

Intern

Education

The University of Texas at Dallas

Bachelor, Business with concentration in Sociology · (1996 - 1999)

Contact

www.linkedin.com/in/chris-drenowatz-9a04867 (LinkedIn)

Top Skills

Supply Chain Management
DFAR
Supplier Management

Certifications

Six Sigma Green Belt

Chris Drenowatz

Field Procurement Manager at Republic Services
Dallas/Fort Worth Area

Experience

Republic Services
Field Procurement Manager
November 2017 - Present
Charlotte, North Carolina Area

Lead strategic cost savings projects and handle tactical implementation of national procurement initiatives and related processes to maximize business opportunities and optimize cost for the assigned areas. This includes but is not limited to supporting tactical vendor management objectives, rationalizing the supply base, leveraging spend, reducing rates, participating in the on-going transformation of procure-to-pay processes, and implementing compliance processes to ensure sustained value capture.

Principal Responsibilities:

- Provide procurement support to multiple field leadership teams within large geographical areas, providing input to strategies that drive solutions to field leadership requests.
- Manage supply chain projects for assigned areas and maintain the momentum of procurement activities to support the fast pace of field operations.
- Manage a portfolio of area and national vendors partnering with corporate Category Managers to manage national relationships.
- Negotiate process and business needs with vendors in varied markets and works with contract management to finalize contract arrangements for assigned areas, working cross-functionally with Legal, Risk Management, Finance, Maintenance and Operations teams.
- Conduct bids and evaluate responses recommending bids of acceptable quality, cost saving and payment terms for final approval, and awards contracts upon approval from Procurement and field leadership.
- Maintain continual contact with end users for assigned categories and/or areas to compare local purchase agreements and leverage terms and conditions for national agreements.
- Monitor and manage to relevant metrics including spend analytics, procure-to-pay processes, operational efficiencies, supplier performance and benefits capture of major subcontractors.

- Develop and implement cost reduction initiatives and delivers YOY financial benefits to assigned projects/categories.

Bell Helicopter

18 years 9 months

Regional Commercial Business Manager

May 2014 - October 2017 (3 years 6 months)

Dallas/Fort Worth Area

- Responsible for the management of Bell Helicopter's business related activities with major direct sales programs and coproduction programs with customers located throughout the world, excluding the U.S. Military.
- Preparation of proposals and contractual agreements.
- Review and approval of price quotations.
- Negotiations of contracts.
- Ensuring the proper payment schedules are adhered to and required profit margins are attained.
- Coordination with Legal and Textron when required.
- Administration of contracts to ensure completion of Bell's obligation within the budgets and schedules established for the program.
- Establish and maintain a relationship with the customer to ensure the customer fulfills its obligations to Bell in accordance with the terms of the contract.

Supplier Manager

September 2007 - May 2014 (6 years 9 months)

Dallas/Fort Worth Area

- Led and executed strategic supply chain plans for \$1 billion H-1 military program in matrix organization. Provided leadership direction to drive team of six supply chain specialists tasked with multi-year procurement of over 3,200 parts from 311 suppliers with direct parts cost per aircraft at \$8M. (SAP)
- Statistical analysis of manpower, tool capacities, inventory dollars, historical performance, and projected deliveries to align schedule requirements.
- Supervise and assist buyers in daily tactical procurement activities including issuing Request for Proposals, source selection, price analysis and negotiations, order placement, and order fulfillment.
- Interface with subcontractors for delivery of quality goods at the best value in accordance with established manufacturing schedules, logistics requirements and/or using department requirements.

- Drive procurement activities through competitive activities to achieve best-value for the customers.
- Conduct trend analysis of supplier performance and working with buyers to develop improvement plans.
- Maintain major component part number management of all major items through analysis of MRP system audits, transaction history, and lead time analysis.
- Work closely with buyers, manufacturing, and suppliers to ensure on time support to manufacturing.
- Purchasing and procuring parts, tools and material at prices most economical to the company and in accordance with established schedules

Senior Supportability Engineer

June 2004 - September 2007 (3 years 4 months)

Dallas/Fort Worth Area

- Maintain the Navy's CAV database and all ROR parts on contract for V-22 and H-1 programs.
- Coordinating timely receipt, induction, and shipping of parts returned by customers for repair by BHTI or vendors.
- Coordinating with Contracts Department to ensure funding is in place for repair of components.
- Working directly with Customer Item Managers to status and update priority parts.
- Coordinating with Manufacturing, Procurement, and Spares Departments to ensure meeting of contractual requirements.
- Forecasting monthly, quarterly, and yearly sales based on historical performance and customer expectations.
- Managing and motivating staff of direct reports.

Customer Support Specialist

November 2003 - July 2004 (9 months)

Dallas/Fort Worth Area

- Working directly with foreign, domestic, military, and commercial customers ordering spare parts.
- Using sales orders, kits, inventory control, contracts, manufacturing schedules, AOG expedites, government property order control.
- Anticipating future customer requirements, forecasting inventory levels, and ensuring customer satisfaction.
- Coordinating timely shipping and transportation of parts.

Export Traffic Administrator

September 2001 - November 2003 (2 years 3 months)

Dallas/Fort Worth Area

- Arranging domestic and international transportation of helicopters and parts using small package couriers, motor freight lines, and freight forwarders.
- Government shipments on Department of State License.
- Arranging transportation of company promotional material and collateral.
- Coordinating AOG shipments via freight forwarders.

International Sales Marketing Manager

February 1999 - September 2001 (2 years 8 months)

Dallas/Fort Worth Area

- Direct selling of helicopters, equipment, and related services in the European marketplace.
- Creating proposals and making presentations to current and prospective clients.
- Coordinating press releases and trade shows.
- Planning and coordinating agendas for customer visits.
- Identifying and developing areas of revenue generation and cost savings.
- Assisting with advancement of sales in other territories as needed.

Education

University of Phoenix

MBA, Marketing · (2005 - 2007)

The University of Texas at Arlington

BBA, Marketing · (1988 - 1993)

Contact

www.linkedin.com/in/rebecca-warren-10a5869 (LinkedIn)

Top Skills

Forecasting

Financial Analysis

Cross-functional Team Leadership

Rebecca Warren

Sr. Global Procurement Manager at Frito Lay ~ PepsiCo
Dallas/Fort Worth Area

Experience

PepsiCo ~ Frito Lay

Sr Manager, Global Procurement
July 2014 - Present

PepsiCo

Sr. Finance & Planning Manager
November 2004 - July 2014 (9 years 9 months)

Unified Foodservice Purchasing Co-op

Sr. Project Manager - Pizza Hut
April 2000 - October 2004 (4 years 7 months)

Ameriserve

Program Manager - Pizza Hut
1999 - March 2000 (1 year 3 months)

PepsiCo Food Systems

Program Manager - Taco Bell
1996 - 1998 (3 years)

PepsiCo Food Systems

Product Supply Analyst
November 1993 - December 1995 (2 years 2 months)

Zale Corporation

Buyer - Crystal & Porcelain Gifts
1988 - October 1993 (5 years 10 months)

Education

Baylor University - Hankamer School of Business
BBA, Marketing/Management

Contact

www.linkedin.com/in/ashu-bhalwani-6ab5498 (LinkedIn)

Top Skills

Sourcing

Employee Benefits

Cold Calling

Ashu Bhalwani

Procurement Manager at Toyota North America
Dallas/Fort Worth Area

Summary

Procurement specialist at a large financial client with extensive experience in creating relationships with clients and vendors, facilitating the client in forecasting future needs and negotiating rates resulting in cost savings for the client.

Experience

Toyota North America
Procurement Manager
January 2018 - Present
Plano, Texas

RBC Capital Markets
Manager - Procurement (Consultant)
June 2017 - December 2017 (7 months)
Greater New York City Area

JPMorgan Chase & Co.
Sourcing Manager (Consultant)
July 2013 - February 2017 (3 years 8 months)
Jersey City, NJ

- Supported the client's Contingent Worker Procurement IT Staff Augmentation Program, a \$243M program with 1,300+ contingent workers and 6 preferred vendors
- Managed the daily staffing operations for 3 fast-paced lines of businesses, with a minimum of 35 open requests via Beeline.
- Created strong relationships with hiring managers and worked with them to forecast future needs.
- Participated in the creation and execution of RFI's and RFP's to identify onboard new vendors to the IT program.
- Negotiated cost savings within all three LOB's - together with the team we achieved cost savings of over \$1million in the IT Staff Aug program.
- Facilitated in conducting internal rate card and job title analysis to stay current with the market trends.

- Prepared analytical reports requested by client utilizing Beeline adhoc reports and perform advanced Excel functions such as Pivot Tables and V look ups to manipulate and analyze data based on client need.
- Assisted in creating and conducting quarterly business reviews and semi annual audits for preferred vendors to help ensure program compliance; metrics include but not limited to: spend, headcount, attrition and retention.
- Managed all pass-through positions from start to finish for referral contractors for all LOB's- spoke to contractor and/or sub vendor, negotiated rate, established onboarding details, status, etc.
- Screened and qualified resumes to ensure quality control and provide faster turn-around times for hiring managers.
- Managed requests for existing contractors such as pending extensions/ amendments
- Set-up and moderated conference calls with hiring managers and preferred suppliers to ensure requirements are properly qualified
- Extensive knowledge surrounding the Beeline sourcing tool.

A Technology Staffing and Managed Services Corporation
 Technical Recruiter/ Accounts Manager
 December 2012 - July 2013 (8 months)

Genesis10
 Technical Recruiter
 May 2012 - November 2012 (7 months)

Princeton Information
 Technical Recruiter
 October 2010 - January 2012 (1 year 4 months)

- Found qualified candidates through referrals, internet searches, internet job boards and professional associations.
- Interviewed, tested and qualified consultants for open requirements and future needs.
- Scheduled interviews and followed up with the candidates.
- Negotiated salary and benefits packages as well as write formal offer letters.
- Developed and maintained relationships with current and past consultants and employers.
- Facilitated new hire orientation (reviewing policies, benefits, preparing and documenting I-9s, etc.)

SRI systems

Technical Recruiter/Business Development Manager

July 2007 - October 2009 (2 years 4 months)

Woodbridge NJ

- Full Life-Cycle Recruiting experience, from obtaining the req, researching the req, sourcing the candidate, technical interviews, client contact/feedback, negotiations, closing the hire and maintaining the candidate in the position.
- Led a team of 3-5 recruiters while maintaining relationships with clients, vendors and hiring managers in order to receive both ongoing and new requirements.
- Identified potential candidates who could be transferred on the company's H1, fixed their salary according to the market rate of their skill set and placed them at client sites.
- Created strategies to double the resume submittals per month.
- Extensively used Internet job boards/search engines (Dice.com, Career builder, Monster, hotjobs, etc.).
- Formed and presented strategies to acquire new and direct relations, marketed In-house consultants, sent hot-lists, arranged interviews and negotiated rates with both clients and vendors.
- Developed/delivered a situational analysis of the company to assist in the development of a strategic plan for future growth.

Education

Rutgers University - Newark