

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/bkeithbaxter
(LinkedIn)

Top Skills

Process Improvement
Strategic Sourcing
Program Management

Certifications

CPSM

Publications

Perfecting Your Auction Strategy

Keith Baxter, CPSM

Director of Spend Management & Sourcing
Dallas/Fort Worth Area

Summary

Keith is an innovative, collaborative leader, passionate about the transformation of procurement into a lean, strategic, value-added capability, aligned with and accountable to the business and managed to agreed upon SLAs and performance metrics.

His experience in designing, building and delivering strategic sourcing and procurement solutions to clients and internal stakeholders places him in a unique position to understand and appreciate the integrated needs of the organization, both from the business side and from the shared services perspective as well. Keith also has a passion for process and for improving and/or eliminating those processes that don't align with business requirements or that add little to no value. He has re-designed processes for both external clients as a consultant and has led a team to redesign the procure-to-pay (P2P) processes of the internal organization as well.

His experience in the IT industry has allowed him to understand the criticality of automating low-value, repetitive tasks with technology in order to focus on the high-value, strategic tasks that support revenue enablement and generate cost savings and avoidances.

In addition to his tenure in the IT industry, Keith worked at Siemens L&A, gaining an insight and appreciation into the challenges and dynamics of the high-tech manufacturing industry.

After hours Keith enjoys reading a variety of subjects, from Aristotle to Forbes. He's a disciplined work-out enthusiast, scuba diver, golfer and the family grilling expert.

Skills:

- Strategic Sourcing
- Category Management
- Supplier Relationship Management
- Contract Negotiation & Strategic Supplier Development
- Engagement and Communication with C-level
- Operational Process Improvement
- eProcurement, eSourcing

- Business Process Redesign
- Procure to Pay
- Strategic Business Planning
- Performance Enhancement & Leadership

Experience

RealPage, Inc.

Director of Spend Management & Sourcing

June 2018 - Present

Richardson, Tx

BT Global Services

Sr. Procurement Manager - US&C

September 2014 - Present

Irving, Tx

Responsibilities:

1. Lead a multi-cultural, globally dispersed team of 5 Procurement Managers (direct reports) and 6 Buyers (dotted line)
2. Responsible for the over £300M (approx. \$380M) in addressable spend across 22 direct and indirect categories, including:
 - a. CPE (customer premise equipment)
 - b. Deployment and Field Services for Data and Voice
 - c. IT Resources
 - d. IT Hardware
 - e. IT Security
 - f. Software
 - g. HR Services, Financial Services, Legal, Regulatory & Audit, Advisory & Consulting
 - h. Property & Facilities Management
 - i. Marketing
3. Responsible for over 1,000 suppliers, both on and off contract, throughout the supplier lifecycle
4. All contract-related activities including negotiation, execution, maintenance and termination
 - a. Cisco, Westcon, Ingram Micro
 - b. Polycom, Avaya
 - c. Manpower
 - d. Juniper, Riverbed, zScaler
 - e. Dell/EMC, HP, NetApp

- f. Unisys, NSC Global, NCR, CompuCom
- 5. Manage a Supplier Watch program (31 suppliers)
- 6. Manage C-Level (CEO, CFO, COO, CHRO) Stakeholder Engagement
- 7. Support between 20 and 25 new business pursuits
- 8. Support new and existing product development
- 9. Team with Finance to validate savings impact to P&L
- 10. Support all global sourcing efforts that include the US&C Region
- 11. Results:
 - a. Achieved 100%, 98% and 132% of savings target over the last three years, respectively
 - b. Awarded Blue Ribbon Certificate for contributions to BT-wide process improvement

Dell

Senior Procurement Manager

November 2011 - September 2014 (2 years 11 months)

Plano

Senior Procurement Manager at Dell

Roles & Responsibilities:

Services Procurement Manager. Responsible for supporting Dell's strategic business efforts from pursuit through transition to steady state by:

- Conduct risk analysis and pre and post sales review of supplier contracts
 - Manage client supplier notifications to ensure appropriate consents and access has been obtained
 - Conduct comprehensive deal review and analysis, from the client Master Services Agreement (MSA) through the Financial Responsibility Matrix (FRM) and each in-scope supplier agreement to identify financial commitments and other issues. Additionally, provide a recommendation around migrating the client to Dell agreement provisions and pricing
 - Work with the solution team to develop SOWs for subcontractors and manage the negotiations through execution and implementation
 - Identify, pursue and capture any cost savings and/or cost avoidances
 - Prepare and implement procurement transition plan
 - Continue to support Delivery team throughout the duration of the contract
- Account Support Manager - Led a team of procurement professionals who deliver procurement services to internal business partners.
- Responsible for each team member's professional development, performance reviews, coaching, corrections, redeployments, etc
 - Responsible to the business teams for strategy, business alignment, deliverables, SLAs and KPIs

- Responsible for \$120M in IT telecom, hardware, software and external services
- Responsible operationally managing 250 supplier/partners

Manager, Procurement Outsourcing – Led a global, multi-functional team in commercializing Dell's internal procurement capabilities.

- Responsible for the Plan, Design and Build phases
- Responsible for the BPO and General Procurement alignment
- Responsible for supporting the sales efforts

Projects:

Contract remediation

Procure to Pay

PM&I Consulting

Managing Director

May 2010 - January 2011 (9 months)

New patient, purchasing, reporting and financial process modeling

- * Process modeling for Clinic's operations

Hewlett-Packard

Sr Purchasing Manager, Purchasing Solution/Sr Project Manager/IT Delivery Manager

September 2005 - May 2010 (4 years 9 months)

Plano, Tx

Managed a global team of 15 delivering purchasing services for six HP (EDS) clients. Managed the integration of 30,000 EDS employees into HP. Delivered call center outsourcing solution. Key metrics:

- * Over 1350 POs/month
- * Over 60,000 users
- * 40 suppliers managed (and their catalogs)
- * RFQ & RFP support
- * Infrastructure cost savings exceeding 55%
- * Labor cost savings exceeding 50%

Siemens

Purchasing Manager

August 2004 - September 2005 (1 year 2 months)

Manager of purchasing engineering teams in Texas and Michigan.

Responsible for purchasing support for Engineering, Sourcing support for

commodity teams, process improvements, purchasing project management and bids and proposals management. Key metrics:

- * Managed purchasing component for contracts exceeding \$750 million
- * Sourced components at 46% savings
- * Reduced parts rejects by 30%

MindFlow Technologies

Sourcing Director

September 2003 - August 2004 (1 year)

Development and management of the sourcing practice. Key metrics:

- * \$500 million in cost savings
- * 70% reduction in sourcing cycle time

EDS

Managing Consultant, Purchasing Practice

October 2002 - September 2003 (1 year)

Design and re-engineer purchasing processes to optimize technology

Procuri

Senior Account Manager

September 2001 - February 2002 (6 months)

Responsible for new business development for sourcing engagements

eBreviate, an EDS Company

Sourcing Manager

July 1999 - September 2001 (2 years 3 months)

Sourcing manager for Fortune 500 clients across multiple spend categories. Provided spend analytics, sourcing strategy, online negotiations and supplier relationship services. Built and managed Sales Engineering team. Trained sourcing managers, sales teams and do-it-yourself clients. Key metrics:

- * Over \$35 million cost savings for engagements I was personally responsible for

EDS

Purchasing Manager

October 1995 - July 1999 (3 years 10 months)

Supplier Relationship Manager, Procurement outsourcing implementation specialist for buyer and supplier adoption programs, mainframe and mid-range hardware and software buyer.

Education

University of North Texas

MSA, Tax Accounting

Texas A&M University

BBA, Managment

Contact

www.linkedin.com/in/kris-aksteter-b7ba0b8 (LinkedIn)
www.abercrombie.com (Company)
www.hollisterco.com (Company)
www.gillyhicks.com (Company)

Top Skills

Inventory Management
Retail
Purchasing

Kris Aksteter

Sr. Manager, Procurement at JCPenney
Dallas/Fort Worth Area

Experience

JCPenney

Sr. Manager, Procurement
August 2012 - Present
Dallas/Fort Worth Area

Leadership position overseeing a variety of non-merchandise sourcing categories including:

- Strategic sourcing
- Software
- IT professional services
- Contract negotiation
- Contract management
- Indirect supplies
- Packaging
- Printed materials / marketing
- Transportation (indirect supplies)
- Warehousing & distribution
- Business services
- Selected as Procurement representative on JCPenney Warrior Strategic Project Team by CFO
- Awarded JCPenney Founders Award in 2015 & 2016
- People management

Abercrombie & Fitch

Manager, Global Procurement
March 2007 - August 2012 (5 years 6 months)

Key Experience Includes:

- Strategic sourcing
- Indirect supplies
- Packaging
- Printed materials / marketing
- International supply chain (warehousing, distribution & transportation)
- Business services

- Fixtures
- Travel
- Contract negotiation
- Contract management
- Global Procurement representative on A&F International Expansion Committee
- Supported new retail brand openings: Ruehl No. 925, Gilly Hicks, Hollister Flagship, Abercrombie Flagship
- Supported international expansion of multiple brands to Europe and Asia and development of international expansion to Brazil, Australia, United Arab Emirates
- People management

Diversified Distribution Systems

2 years 11 months

Manager

August 2006 - March 2007 (8 months)

Supervised department of eight individuals responsible for non-merchandise supply deliveries to approximately 2,500 new retail stores annually

Account Executive

May 2004 - August 2006 (2 years 4 months)

Account management position supporting the day-to-day indirect procurement and inventory management activities for several leading national specialty retailers

Aksteter & Associates

Account Executive

December 1997 - May 2004 (6 years 6 months)

Minneapolis, Minnesota

Manufacturing sales:

- Sheet metal fabrication
- Metal stamping
- Precision Machining
- Plastic injection molding
- Precision rubber products
- Calibration

Education

St. Cloud State University
B.S., Journalism · (1993 - 1997)

Contact

www.linkedin.com/in/angelinehoughtlin (LinkedIn)
angelinehoughtlin.com (Personal)

Top Skills

Business Process Improvement

Business Strategy

Leadership

Angeline Houghtlin, JD

Global Sourcing | Procurement | Contracting
Dallas/Fort Worth Area

Summary

Procurement leader with proven success in identifying best-in-class procurement strategies, developing mutually-beneficial supplier relationships, delivering on multi-million dollar contract negotiations, and building high-performing teams. Strong purchasing professional with a Juris Doctor from Southern Methodist University, Dedman School of Law.

Experience

Farmer Brothers

Senior Manager, Procurement

2016 - Present

Dallas/Fort Worth Area

- Created and drove strategy for centralized Procurement function:
 - o Managed team of buyers in sourcing coffee and tea products, spices and raw ingredients, perishable items, flexible packaging and corrugate. Responsible for an overall spend portfolio in excess of \$300MM
 - o Developed RFx bid process and Supplier Relationship Management (SRM) program.
- Developed 5 year, phased Procurement strategy, inclusive of long-term goals and KPIs, in alignment with Annual Operating Plan (AOP).
- Facilitated cross-functional partnerships with Marketing, Sales and R&D to source right supplier for new product launches; identify and qualify secondary suppliers and negotiate optimal total cost of ownership.
- Led negotiations on supply and purchase agreements; performed complex value analysis and financial evaluations of bid proposals, including evaluating potential supplier's relative financial strength and capabilities to deliver results.
- Regularly advised senior leadership on industry and commodity cost developments, reporting on market trends and costs related to cocoa, sugar, whey, creamer, as well as pulp and resin-based products.

Vizient, Inc

Procurement Consultant

May 2013 - April 2016 (3 years)

Irving, TX

- Led consulting engagements to transform purchasing for large hospital systems (collaboratively developing and implementing sourcing strategies) focused on reducing costs, increasing revenue, and establishing key metrics.
- Managed a portfolio of over \$50M in identified savings initiatives.
- Influenced C-Suite Executives to examine the operations and cost drivers by providing visibility into market conditions, analyzing current spend and benchmarking against proposed savings goals.
- Routinely identified risk exposure in existing contracts, negotiate/re-negotiate business terms, managed RFI/RFP process on behalf of client.
- Managed project against objectives to ensure commitments are met by monitoring and resolving variances in budget, timing and quality of work.
- Trained client personnel in identifying work flow process improvements, spend reduction opportunities and developing sustainable revenue stream ideas.
- Supervised team dedicated to benchmarking, data analytics and assessment reporting.

BNSF Railway

Sourcing/Contract Services

August 2011 - July 2013 (2 years)

Fort Worth, Texas

- Developed contracting strategy and negotiated business terms (project requirements, pricing & SLA's) for agreements supporting Engineering (both equipment and on-track services), Mechanical and Technology Services.
- Consulted business unit leaders on risk associated with multi-million dollar sourcing engagements, specifically in the areas of heavy equipment purchasing, capital expense projects and on-track services contracting.
- Served as a subject matter expert in the area of intellectual property as it related to technical services and heavy equipment purchasing within strategic sourcing department.
- Managed legal requirements for RFI/RFP process; drafted customized licensing and intellectual property language when necessary.
- Developed and delivered training across business units in matters related to contract drafting, contracting processes, negotiations, and compliance.

CORT

Sales Manager

November 2002 - December 2006 (4 years 2 months)

Remote Office

- Directed a team of 10 national account executives marketing relocation and trade show services business to business; assigned accounts, set sales goals, mentored and guided staff in the sales process, developed sales training.
- Exceeded record-setting sales figures, enhanced territory startup/expansion and accelerated new account development.
- Ranked as Top Sales Manager for four consecutive years.

Houghtlin Land Sales

Owner

December 1999 - April 2006 (6 years 5 months)

Plano, Texas

- Sourced and secured large tracts of land for residential and commercial development. Presented project plans to zoning committees and city councils to ensure project viability.
- Negotiated all sales contracts as well as easements and partnership/development agreements. Drafted and negotiated letters of intent, purchase and sale contracts and other related documents.
- Managed a team of two employees in the research of land and lot opportunities; oversaw the preparation of acquisition feasibility packages including recommendations, analysis, and risk mitigation measures.
- Grew business in excess of 40% annually by focusing on niche markets and highly sought locations.

Education

Southern Methodist University Dedman School of Law

Juris Doctor, Law · (2007 - 2011)

The University of Texas at Dallas

Bachelor of Arts, Sociology · (1992 - 1996)

Contact

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

Top Skills

Lean Manufacturing
5S
Kaizen

Languages

Ingles (Full Professional)
Español (Native or Bilingual)

Maria Ramirez-Vinson

Americas procurement manager en Avery Dennison
Dallas, Texas

Summary

Self- Determined and highly motivated professional with 7 years of progressive experience across a broad range of operational functions such as: Procurement/Supply Chain, Quality, Continuous improvement, Engineering & EHS. Proven ability to manage diverse projects from end-to end, lead groups and teams to translate company vision and drive accelerated results, strong negotiating skills and well-developed project management that supported in program launches and branding and rebranding initiatives. Areas of expertise include:

- | | | |
|----------------------------|------------------------------|---|
| ■ Logistics/Transportation | ■ Forecasting/Planning | ■ |
| Project Management | ■ Root cause Analysis | |
| ■ Strategic Sourcing | ■ Operations Management | ■ |
| Supplier Negotiation | ■ Procurement/Commodity Mgmt | |
| ■ Team Building/Leadership | ■ Advanced Analytics | ■ |
- Lean/Six Sigma/ Continuous improvement

Experience

Avery Dennison
Americas procurement manager
abril de 2018 - Present
Dallas/Fort Worth y alrededores, Estados Unidos

Avery Dennison
7 años 6 meses

Global Procurement Manager, Indirect
marzo de 2016 - Present

- Managed development of the global procurement strategy for indirect to centralize negotiations & ensure annual cost out targets.
- Led AD global air bid with key market players such as: DHL, FEDEX, UPS, with preliminary savings of 5-8% from annual spend.

- Negotiated TARGET's, Central America outbound shipment strategy in order to implement a more competitive model which provided higher flexibility, on-time deliveries and overall savings of \$148K USD for the first 3 months.
- Drove America's analysis and implementation of low cost DVO-flexographic plate with savings of \$70K USD & global standardization.
- Orchestrated ocean bid for El Salvador/Honduras/Dominican Republic from N. America with achieved savings of \$48K USD/year as coordinating upcoming bid with global ocean carriers/forwarders for all RBIS locations.
- Strengthen partnerships with global key players to rationalize suppliers/carriers base, ensure lowest costs and attain top class services.
- Supported transition in MX facility by negotiating lanes and services in the different categories, bringing substantial savings and reducing long lead times which benefited in the overall operation and achieved timely commitments to customers.

America's Procurement Specialist

julio de 2014 - marzo de 2016 (1 año 9 meses)

- Managed 11 sites within America's, driving and leading cost out initiatives in various commodities such as: Paper, Self-adhesive, Fabrics, Thermal between others resulting in \$3.1M USD during 2014 and \$3.9M USD during 2015.
- Sourced and led low cost material substitutions within two of the top commodities: Paper/Fabrics which supported on meeting annual goals and ensuring a flexible supply chain to drive the operation and meet customer expectations in specific deadlines.
- Collaborated in Greensboro and Lenoir site closures transitioning to Mexico and Honduras by qualifying outsource partners that met high quality standards, provided an efficient supply chain for our global sites and improved P&L results.
- Led woven edge tape outsource qualifications by identifying competitive partners in Asia that could meet internal specifications for TOP 50 items that accounted for approx.\$5.5M USD in sales and generated additional \$1M USD annual material savings.
- Contributed in new program deployments & material changes with global accounts such as: Nike, Adidas, Reebok, Under Armour, Target, VF, Gap and Banana Republic by acting as the primary Americas procurement lead for overall coordination.
- Successfully developed VMI program for our largest commodity (Paper) close to our MX facilities which helped reduced 100% internal inventories and increase cash flow by 150K USD/month.

- Drove America's paper transition to FSC alternatives contributing with 35% of sustainable materials towards global goal in 2015.

Quality Engineer

enero de 2013 - julio de 2014 (1 año 7 meses)

South Carolina, USA

Global Operations and Leadership Development Program Associate from Jan. 2013 to Oct.2013

- Led global initiative between China, Mexico and USA in order to reduce IC component failures by analyzing root cause and creating preventive process that resulted in an 80% yield improvement that accounted for \$150K USD in annual savings.
- Supported site preparation for ISO 9001:2008 re-certification and collaborated as active auditor to ensure site compliance.
- Implemented a robust SPC system to identify processes out of control conditions and created a non-conformance material flow which contributed in preventing defective material to reach customers.
- Upheld customer complaints root cause analysis and corrective action implementations, reducing 50% of customer complaints in 2013.
- Initiated cross functional collaboration between QA/Procurement/suppliers in order to enhance raw materials quality and reduce defects.
- Assisted as QA interim manager in Clinton's facility closure, creating procedures, training personnel and determining key QA processes.

Global Operation Leadership Development Program - Enterprise Lean Sigma Project Leader

enero de 2012 - diciembre de 2012 (1 año)

- Developed standard measurements for scrap and efficiency in Flexo, Offset and Ticket Center, implemented an hour by hour which made problems visible and manage production and facilitated an MDI Tier 1 and 2 for addressing problems Reduction from 34% to 25% scrap for 2nd quarter which means a weekly scrap average reduction of \$3700 USD in Flexo.
- Facilitated 330 man-hours in trainings related to occupational safety which helped reduce 50% of the high rate of incidents and accidents in the site. Lead the re-activation of emergency teams and safety and health occupational committee and provide them training around special topics in order to help assist the plant in emergency cases.
- Led the implementation of an effective ANDON system and visual management within Flexo and Ticket Center, as well as the escalation process for problems creating a rapid response team, building discipline and teamwork.

- Transaction Cross-functional teams to drive several kaizens such as 5 S's, TPM, standard work; resulting in an 80% reduction of scrap per machine in Flexo, discipline within the people and motivation in the team.
- Drove and executed a detailed analysis within the external packaging company working for the site, in which we found savings of \$25700 USD and designed the strategy to maintain a better system to record all the hours and assistance of people.

John Deere

Scheduler Production Analyst

junio de 2011 - diciembre de 2011 (7 meses)

Torreon, MX

- Analyzed and verified material inventories to plan daily production schedule.
- Coordinated correct motor launch and sequence to attain customer promise dates.
- Managed MRP to drive a more efficient production schedule.
- Led cross functional team meetings in order to align production challenges due to material shortages, capacity, quality failures.

Caterpillar Inc.

Internship

mayo de 2011 - junio de 2011 (2 meses)

Torreon, Mexico

- Proyecto en Seguridad Industrial.
- Green Belt Certification Six Sigma.

Quiznos

Project Leader

junio de 2010 - septiembre de 2010 (4 meses)

Texas, USA

- Led the implementation for FIFO system and 5 Ss in the storage area as SMED, Kanban system and cellular flow to control and achieve more efficiency and less waiting time for customers.

Elopak

Intern

agosto de 2009 - diciembre de 2009 (5 meses)

Torreon, Mexico

- Collaborated as a "team leader" in the Project "SQF" (Safe Quality Food)
- Sustained the file control and generated reports of product defects to management

- Supervised production lines of employees and acquired and designed a 5 S's system (lean methodology)
- Developed proper documentation for files to be audited and produced requisitions for materials that followed the SQF standards and rules

Education

The University of Texas-Pan American

Masters in business administration, Business Administration and Management, General · (2014 - 2015)

ITESM Campus Laguna

Industrial and systems engineering, Strategic Management · (2007 - 2011)

Contact

www.linkedin.com/in/tim-g-o-neill-1423b46 (LinkedIn)

Top Skills

Supply Chain

Warehouse Management

SAP

Tim G O'Neill

Senior Manager - Direct Procurement
Plano, Texas

Summary

Dedicated, results driven professional with a proven track record of delivering business metrics and cost savings. Eighteen (18) years of increasing responsibilities in procurement, supply chain, transportation and manufacturing. Significant experience in Project Management, Financial Planning, Systems, Teams, Suppliers, Customer Service, Negotiating, and Supply Chain Management.

Experience

PepsiCo

8 years 3 months

Sr. Manager, Global Procurement

March 2014 - Present

Frito Lay HQ - Plano, TX

Purchasing Manager

April 2011 - March 2014 (3 years)

- Managed forecasting, supply, and financial performance of \$400M in raw material spend
- Contracted and managed commercial relationship for national and international material spend of \$73M on over 400 SKU's
- Drove implantation and completion of multiple projects that will deliver \$7M in productivity by working collaboratively with suppliers as internal cross-functional partners
- Identified and drove completion of another \$1M in productivity, which equated to a (30%) reduction in spend on a key ingredient, by effectively negotiating with supplier and working cross-functionally with R&D to implement alternate sourcing strategy
- Completed Lean Six Sigma Green Belt certification

FRITO-LAY

Supply Chain Manager

May 2006 - June 2011 (5 years 2 months)

Train, hire and manage deployment team of 6 material requirement professionals, responsible for entire portfolio of Frito Lay N.A. packaging and seasoning

Reduced freight expedites by \$97M and empowered team to drive metric reductions

Increased TL pounds and reduced LTL shipments, saving \$750M by adjusting ordering windows for high volume items

Manage execution of metrics including reducing: days in inventory, non standard shipments, obsolescence and expedited freight

Manage supply chain for Sunchips brand, which consists of maintaining inventory and driving supply chain decisions for annual run rate of \$52MM

Established supply chain for materials sourced from China and Korea, saving \$260M by implementing models that track usage and forecast demand to reduce lead times

Applied project management skills to successfully launch the world's first compostable packaging ensuring completion of key milestones and supply chain requirements; worked proactively with marketing, brand teams, base and printed film converters, research and development, and product supply

Work cross functionally with IT partners to enhance and resolve system issues with EDI transmissions, Oracle, MPT, and supplier Net

FRITO-LAY

Traffic Manager

January 2005 - May 2006 (1 year 5 months)

Managed 20 administrative personnel, drivers, hostlers and mechanics

Managed fleet, traffic, and safety initiatives, achieving 2005 results of 95% on-time delivery and 100% DOT audit score

Responsible for people and team development, cost parameters, fleet financials/inventory, and service to customers (internal and external)

Maintained the second highest safety rating within Frito Lay's transportation network for 1st half of 2006

Nestle

2 years 4 months

Master Production Scheduler

May 2003 - January 2005 (1 year 9 months)

Supervised 3 Planning Coordinators and 3 Raw Material Handlers

Managed full good and raw material inventories at three locations, supporting 120 million cases of production

Increased inventory accuracy from 85% to 99.5%, by creating SOP's, training raw material handlers, and by creating models to track inventory from receipt to production

Implemented supplier scorecards, lowering return rates on raw materials and increasing production efficiencies

Subject matter expert for the transition and implementation of SAP 4.6b modules for Materials Planning, Inventory, and Warehouse Management

Warehouse Supervisor

October 2002 - May 2003 (8 months)

Managed 10 employees (3 office associates/7 forklift operators) responsible for an average of 65 inbound and outbound loads per day while improving performance and increasing morale by empowering team to drive key metrics

Maintained FIFO and accurate inventory counts by employing cycle counting

Created SAP backup database to ensure dock schedules were not impacted by system downtime

Re-designed employee schedules to increase pallets per man hour from 18 to 22

Employed ABC analysis and realigned dock schedules, lowering truck turnaround time from 90 minutes to 40

PATCO, INC

Sales/Service Representative

January 1999 - January 2000 (1 year 1 month)

Responsible for maintaining current product base within convenience stores and promoting growth by selling new products and services. Generated 5% growth in sales within eight months. Created database that reduced holding costs and improved turnover rates.

NATIONSWAY TRANSPORTATION, INC

Supervisor/Operations Assistant

January 1993 - January 1999 (6 years 1 month)

Scheduled and tracked major accounts. Provided rate quotes and negotiated contracts to increase customer base. Supervised outbound shift of 4 employees, restructured load patterns, pick-up times, and schedules resulting in 100% on-time delivery for major accounts and reduced past due accounts receivable from 30% to .05%.

Education

University of Nevada-Reno

Bachelor of Science, Logistics Management · (1993 - 2000)

Contact

www.linkedin.com/in/sharonwhite1
(LinkedIn)

Top Skills

Cross-functional Team Leadership
Strategy
Supply Chain

Sharon White

Procurement Manager | Purchasing Lead | Procurement Specialist |
Supply Chain Analyst | Contract Negotiator
Dallas/Fort Worth Area

Summary

Problem solver with company needs in mind. Collaborative procurement manager with supplier relationship, supply chain and leadership experience in two Fortune 100 Companies. Resourceful business development executive with new business development, and relationship management, in the global supply chain industry.

A problem solver with company needs in mind. My philosophy is to draw out others view points, concerns and knowledge while working together to design the most creative, cost effective solution for the project or issue at hand. Ability to evaluate customer issues, develop solutions, present proposals and oversee the execution of master plans. Flexible and practical, with a down to earth approach to getting things done, and in managing expectations, conflict, complexity and high profile projects.

Proven results in driving efficiency and best in class cost structures while maintaining predictable, on-time delivery. Acknowledged by peers and staff for integrity, solid work ethic, and the ability to consistently achieve personal, program and corporate goals.

Previous titles include: Project Manager | Purchasing Lead | Strategy Leader | Procurement Specialist | Supply Chain Analyst | Contract Negotiator

Specialties: commodity procurement manager, financial analysis, problem solving, forecasting, early supplier engagement, total cost management, problem analysis, , customer focus, negotiate with suppliers, implement strategies, long term contracts, strategic partnership, inventory management, Microsoft Office, vendor commodity management.

Experience

Microsoft

Senior Sourcing Manager | Procurement Manager | Strategic Vendor Manager | Commodity Manager

2015 - Present

Redmond, Washington

Manage contract manufacturer, vendors and suppliers including contract and cost negotiations for Xbox Accessories and new industry products.

Focus: cost negotiation, contract negotiation and implementation, strategic partnerships, problem solving, early supplier involvement, commodity manager, total cost management, financial analysis, customer focus, forecasting, inventory management, procurement management, Microsoft Office

HP

Procurement Manager | Supply Chain | Cost Manager

February 2001 - January 2015 (14 years)

Houston, Texas Area

Procurement Manager | Cloud Servers (Jan 2013-Jan 2015)

Focus: supply chain excellence- procurement of key components, on-time factory turn around time and delivery of high quality servers, racks, towers and PODS, forecasting.

Procurement Manager | Strategic Development Manager, Notebook Supply Chain (Oct 2006-Dec 2012)

Focus: Understanding industry trends while developing a long term supplier strategy relationship that is mutually beneficial. Developing new, strategic business models to adapt the business to changing industry requirements. Procurement management, total cost management, cost savings, business model development, strategic projects, financial analysis, Microsoft Office, cross-functional international teams, supply chain business model, procurement management

Procurement Manager| Cost Manager (Feb 2001-Oct 2006)

Focus: Procurement management, total cost management, cost savings, business model development, strategic projects, financial analysis, Microsoft Office, cross-functional international teams, supply chain business model, procurement management, negotiating cost savings on commodities and labor and overhead costs at suppliers.

Bank United

Banking Center Manager | Bank Branch Manager | Personal Financial Manager | Commercial Financial Mgr

1997 - 2000 (4 years)

Houston, Texas Area

Manager of a growing banking center with 14 employees. Increased the branches total deposits 3 fold. Sold Mutual Funds and Annuities -total sales exceeded \$2M. Was given several awards for sales and top branch performance.

Focus: customer service, budgeting, commercial customer relationship, consumer banking relationship, financial analysis, cash management, mutual fund sales, annuity sales, new account sales, staff management, deposit growth

Education

Our Lady of the Lake University

Master of Business Administration (MBA), International Business

Dale Carnegie Training

Contact

www.linkedin.com/in/roger-h-814a231 (LinkedIn)

Top Skills

Telecommunications

GSM

3G

Roger H.

Procurement Project Manager at Huawei Technologies USA, Inc.
Plano, Texas

Summary

TELECOM INDUSTRY PROFESSIONAL

More than 20 years' of successful experience in the telecom industry with recognized strengths in problem-solving, trouble-shooting and planning/implementing proactive procedures and systems. Ability to train, motivate and supervise employees. Results oriented, detailed, telecommunication professional with comprehensive analytical experience. Background includes a blend of analytical and creative abilities necessary for successful project management tasks. Communication and management skills have resulted in promotions to positions of increasing responsibility.

Expertise includes:

- * Selected as "Total Quality Customer Support Professional" with a synopsis of achievements and being a team player.
- * Creating customer satisfaction survey, drastically reducing potential problems.
- * Ensuring SLA's (Service Level Agreements) are achieved and client expectations are met or exceeded.
- * Managing performance of services to clients per contract and ensuring Service Levels are achieved.
- * Providing reports to an agreed schedule or on request, including management and account performance reports.
- * Initiating client service review meetings including performance reports, service improvements, quality and processes.
- * Resolving issues during WCDMA 3G system rollout in the southeast region to ensure no delays.
- * Managing resolutions to problems ranging from feature testing, software upgrades, and new hardware implementation interoperability testing w/handset vendors.

Specialties: Project Management Professional (PMP) certification

Experience

Huawei Technologies USA, Inc.
Procurement Project Manager
July 2011 - Present
Plano, TX

- Review and contribute in the preparation of project execution plan and prepare project procurement plans
- Organize, participate and management of project suppliers (RFI, RFP, RFQ)
- Identify risk from project execution environment, set-up and implement risk mitigation plan, to keep supply consistent
- Maintain periodical supplier performance reviews, build good working relationship with suppliers
- Responsible for purchasing close-out reporting
- Evaluate business needs and source suppliers accordingly

Huawei
Operation Support Manager
January 2009 - July 2011 (2 years 7 months)

- CDMA Core Installation Project Management
- Program Management of Network Acceptance & Integration of CDMA Core Network
- IT Program Management of NOC tools for Managed Service Staff
- Development and Integration of inventory management system
- Program Management of the performance tools integration for KPI validation
- Development of KPI/SLA reporting structures
- Provide total Operational Support for Managed Service team
- Creation of acceptance forms used for financial milestones

Ericsson Inc
Service Manager
February 2003 - December 2008 (5 years 11 months)

- Act as the main customer interface and customers responsible for Ericsson services in order to strengthen the customer relationship.
- Monitor In Service Performance (ISP), Customer Service Request (CSR) and HW services lead times figures and push for actions for improvement when needed.
- Ensure all services are delivered according to contractual commitments through the line organization and to provide feedback on delivery performance back into the organization.
- Responsible for Escalation Management towards the customer in emergencies or other urgent situations.

Ericsson

15 years

ITAC Engineer

2000 - 2002 (3 years)

- First line technical support to Ericsson field personnel.
- Insured test documentation was completed and corrected.
- Kept a high level of competence in all product lines including TDMA, GSM, Wireline, and CDMA.
- Worked with Quality and Methods department to develop and verified test instructions.
- Created Test Field bulletins as needed.
- Created and tested Method of Procedures (MOPs).

RBS Installation Engineer

1988 - 1992 (5 years)

Contact

www.linkedin.com/in/erick-ca%C3%B1as-mba-222a9b37
(LinkedIn)

Top Skills

SAP

Oilfield

Root Cause Analysis

Honors-Awards

Honorable Discharge US Navy

Erick Cañas, MBA

Procurement Manager at Halliburton
Dallas/Fort Worth Area

Summary

Proven leader and contributor with the ability to step up, inspire others, and drive success in any situation; seeking a career that will offer opportunity for growth, development, and advancement. Has a unique combination of skills and experience in manufacturing, quality, and technology that will serve as an asset to your organization.

Experience

Halliburton

2 years 11 months

Procurement Manager

April 2018 - Present

Alvarado, Texas

Program Manager

August 2016 - April 2018 (1 year 9 months)

Carrollton, Texas

Direct and manage program scope, schedule and budget for 7 simultaneous programs, comprised of over 20 interrelated projects, with a total development budget over \$35 million. Oversee and monitor 65 additional projects with a lower governance level. Develop strong working relationships with leadership across a functional organization: integrating product managers, technology directors, manufacturing leadership, business development, marketing directors and senior vice presidents. Directly responsible for development of program charters, schedules, budgets, risk logs, business cases and communication plans for each program, as well as executing change management plan throughout program execution

Halliburton

8 years 9 months

Technology Procurement Specialist

July 2013 - June 2016 (3 years)

Interfaces with vendors to continuously improve quality and delivery performance. Organizes competitive bids from various suppliers to obtain best quality, delivery and price for goods and services. Mentor's buyers in the Supply Chain Group for better understanding of the procurement functions and responsibilities. Negotiates agreements for local procurement of goods and services. Improved Purchase Order process via Process Improvement resulting in reduced non-productive time

Methods Analyst

February 2011 - June 2013 (2 years 5 months)

Responsible for reviewing all engineering changes and ensuring manufacturability. Managed incorporation of revisions through Supply Chain with consideration for scope and risk. Provided BOM review and analysis for new and existing technology. Developed and implemented department processes and procedures. Managed capital project activities for Manufacturing Engineering (\$9+M budget).

Electronic-Mechanical Technician

October 2007 - February 2011 (3 years 5 months)

Houston, Texas Area

- Perform diagnostics, troubleshooting, and basic functional and environmental testing, of existing electrical and/or electronic equipment.
- Responsible for checking others work and training new employees
- Assembly and installation of parts on MLWD tools (ADR, MRIL, AFR, etc.)
- Demonstrate an effective soldering job according to workmanship standards 707.13114
- Identify and document equipment failure to capture re-work time for quality assurance and generate failure history.

US Navy

Avionics Technician 3rd Class

June 2000 - January 2005 (4 years 8 months)

- # Perform diagnostics, troubleshooting, and basic functional and environmental testing, of existing electrical and/or electronic equipment.
- # Responsible for checking others work and training new employees
- # Assembly and installation of parts on MLWD tools (ADR, MRIL, AFR, etc.)
- # Demonstrate an effective soldering job according to workmanship standards 707.13114
- # Identify and document equipment failure to capture re-work time for quality assurance and generate failure history.

Education

University of Texas at Tyler

Master of Business Administration (MBA), Master of Business Administration · (2016 - 2017)

University of Houston-Clear Lake

Bachelor of Science (BS), Business Administration and Management, General · (2011 - 2013)

San Jacinto College

Associate of Arts (A.A.), Business Administration and Management, General · (2008 - 2011)

Contact

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

Top Skills

Supply Chain Management
Procurement
Vendor Management

Robby Powers

Sr. Manager- Global Procurement & Supplier Management at
Asurion
Dallas/Fort Worth Area

Summary

High energy leader with experience as a proven achiever within Supply Chain Management. Accomplished leader with expertise in Inventory Control, Quality Assurance, and end to end Account/ Program Management with a track record of cost avoidance and revenue generation.

Experience

Asurion

Sr. Manager- Global Procurement & Supplier Management
September 2017 - Present
Dallas/Fort Worth Area

Foxconn

Senior Account Manager
June 2016 - September 2017 (1 year 4 months)
Dallas/Fort Worth Area

- Provide exceptional end to end Management as a Third Party Logistics (3PL) provider for wireless telecommunication industry; focused on value add services.
- Manage multiple major accounts striving to provide best in class Customer Relationship Management (CRM).
- Accountable for Profits and Losses (P&L) along with developing, measuring, and tracking assigned account budgets.
- Establish and develop Key Performance Indicators (KPI's) used to drive business and achievement of company and client Service Level Agreements (SLA's).

MCR Oil Tools LLC

Production Operations Manager
April 2015 - June 2016 (1 year 3 months)

- Manage assembly, kitting and shipping of Hazmat (4.1- Flammable Solid) material.

- Responsible for international shipping to ensure all shipments arrived within SLA.
- Manages freight forwarder to ensure most cost effective solutions were provided.

Foxconn

Program Manager

February 2013 - March 2015 (2 years 2 months)

- Responsible for exceptional Account Management
- P&L and budgeting for multiple customers
- Accountable for all program activities from receipt, shipment, and billing within an electronics remanufacturing facility.
- Participated and lead multiple new business opportunities (RFP's, RFQ's).
- Established program metrics to support statements of work and/or customer requirements.

BrightPoint

Sr. Manager Materials

January 2012 - January 2013 (1 year 1 month)

- Accountable for providing raw materials to support production for 3PL within a consumer electronic industry.
- Responsible for 100% inventory accuracy in support of Just in Time demand.
- Manage multiple shifts supporting production environment; receiving, material quality, cosmetics and electrical.

Kelly Mitchell Consulting

Manager-Procurement Contract Support (AT&T NPIO)

June 2011 - January 2012 (8 months)

- Accountable for procurement and planning of Alcatel Lucent product line in supporting all of the Southeast and Midwest Regions for the National Plug in Network (NPIO).
- Manage vendor relationship and inventory availability to support Just in Time demand.
- Analyze data and trends to support inventory reduction programs for all purchasing.

New Breed

Sr. Operations Analyst

August 2009 - June 2011 (1 year 11 months)

- Accountable for inventory management of inventory package worth 100 million.
- Managed successful transition of acquired businesses inventory package within project scope; meeting all major milestones and deliverables.
- Responsible for customer relationship management for all inventory/ transactions.
- Accountable for all monthly inventory roll forwards to insure systemic and physical balance.

Fujitsu

Logistics Program Manager

December 2002 - August 2009 (6 years 9 months)

Dallas/Fort Worth Area

- Managed multiple departments within a cross functional matrix to meet all service level agreements.
- Responsible for all inventory, vendor management, and, warehousing/ distribution of all inventories.
- Managed advanced exchange program to include customer relationship, level 3 escalations, and all SLA's.
- Accountable for all P&L with budgeting for all departments.
- Developed product evaluation department generating over 1 million dollars in cost savings/avoidance.

US Army

Communications Manager

November 1996 - November 2002 (6 years 1 month)

- Managed communication department servicing all requirements for data, voice, and networking.

Education

Texas A&M University-Commerce

Master of Business Administration (M.B.A.), Business Administration and Management, General · (2012 - 2018)

DeVry University

BSTM, Technical Management · (2004 - 2005)

DeVry University

AAS, Electronics and Computer Technology · (2002 - 2004)

Contact

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

Top Skills

Logistics Management
Supply Chain Management
Operations Management

Shobitha Sujith

IT Procurement Manager at LEEMAT INFOSYSTEMS INC
Little Elm, Texas

Summary

IT Procurement
Warehouse and Transportation management
Project management experience
Certified 6 Sigma Green Belt
Materials Management - Inventory Management and Order
Fulfillment
Supplier Development and Supplier Relations Management

Specialties: Project management, Supply Chain Operations, Supplier
Relations Management, Inventory Management

Experience

LEEMAT INFOSYSTEMS INC
IT Procurement Manager
March 2017 - Present
United States

Caterpillar Logistics Services India Private Limited
Lead Analyst - Supply Chain
February 2010 - May 2016 (6 years 4 months)
Bengaluru, Karnataka, India

Accenture
Customer Service Manager
June 2008 - February 2010 (1 year 9 months)
Bengaluru, Karnataka, India

Education

Bangalore University
Bachelor's degree, Business/Commerce, General · (2005 - 2008)

Contact

www.linkedin.com/in/kevin-richardson-mba-a555a418
(LinkedIn)

Top Skills

Raw Materials

Supply Chain

Supply Chain Management

Kevin Richardson, MBA

Global Procurement Indirects Senior Manager

Dallas/Fort Worth Area

Summary

Innovative leader with extensive experience in Global Procurement, Program Management, and Supply Chain Operations. Dynamic professional exemplifying success through expanded roles, complex negotiations, strategic business planning, supplier development, and manufacturing operations. Known for leading cross-functional teams to deliver transformative business goals and financial savings.

Proficient in the following skills:

Strategic Planning | Global Procurement | Executive Influence
| Productivity Management | Team Leadership | Supply Chain
Operations | Supplier Development | Contract Negotiation
& Management | Demand Planning | Strategic Sourcing |
Cross-Functional Leadership | Growth & Innovation Strategy |
Organizational Change | Project Mgmt |

Experience

PepsiCo

11 years 7 months

Indirect Procurement P2P Productivity Senior Manager

June 2018 - Present

Plano, Texas

Leading the P2P spend optimization and productivity strategies across ~ \$1B Opex and Capital expenditures of FLNA Indirect spend, in collaboration with GP Indirects Category Leaders. Partners with category leads across Facilities, MRO, Professional Services, and Point of Sale to create efficiencies in optimizing existing spend while identifying opportunities with new category spends. Acting as organizational change agent by utilizing Indirect spend opportunities to influence Executives for sponsorship.

Global Procurement Base Films Manager for PepsiCo NA Beverage and Latin America Foods

October 2013 - June 2018 (4 years 9 months)

Plano, Texas

Manage \$100MM spend across PepsiCo Central and South American Foods by directing their strategic buy within the base film category. Lead Quaker and Frito Lay contract negotiations and supplier development across cereal, dips, and oatmeal categories. Manage innovation and sustainable raw material alternatives for PepsiCo North America Beverage and Frito Lay Dips. Acting Project Management Officer for the Global Procurement PepsiCo Foods' rigid business.

Strategic Sourcing & Supply Manager

December 2007 - October 2013 (5 years 11 months)

Plano, Texas

Responsible for the material supply of Frito-Lay & Co-Packer flexible packaging and seasoning inventories. Worked closely with the Rigid Packaging Procurement and Co-Pack Industry Managers to translate business changes and new product introductions into planning requirements. Ensured a seamless supply of the entire raw material pipeline for national inventories from suppliers to manufacturing facilities.

Lobo Tortilla Factory

Supply Chain Manager

May 2006 - December 2007 (1 year 8 months)

Dallas, Texas

Identified suppliers, qualified candidates, and negotiated contractual agreements with raw material suppliers while maintaining the Operations and Logistics fiscal budget. Authorized plant production schedules, directed raw material orders, and managed raw material and finished goods warehouses. Strategically aligned plant production to minimize overhead costs while supplying customer demand.

Nestlé Waters North America

Planning & Raw Materials Supervisor

October 2002 - May 2006 (3 years 8 months)

Hawkins, Texas

Developed production schedules, initiated raw material orders, provided inventory coordination, and prioritized direct ship planning. Created Master Production Schedules to maximize and balance plant/warehouse capacity while meeting all customer demand.

Motorola Mobility

Software Engineer/Business Analyst

July 2000 - February 2002 (1 year 8 months)

Austin, Texas

Designed, modified, developed, wrote, and implemented software programming applications for SAP APO to support the Semiconductor Product Sector. Participated in the testing process through test review and analysis of SAP APO enhancements. Supported and installed software applications from internal end-user teams to ensure accuracy of DDPR (Demand Driven Planning Requirements) system.

Education

Texas A&M University - Mays Business School

B.B.A in Management Information Systems, Supply Chain Management emphasis · (1995 - 2000)

Texas A&M University-Commerce

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

Contact

www.linkedin.com/in/lindsey-gill-59626663 (LinkedIn)

Top Skills

Microsoft Office

Microsoft Excel

Microsoft Word

Lindsey Gill

Manager, Procurement & Project Controls at Caiman Energy
Plano, Texas

Summary

Contracts and Procurement professional with over 13 years experience in the Oil & Gas Industry.

Experience

Caiman Energy
Manager, Procurement & Project Controls
February 2019 - Present
Dallas/Fort Worth Area

Caiman Energy
Procurement Manager
April 2018 - Present
Dallas/Fort Worth Area

Caiman Energy
Construction Contract Administrator
September 2013 - Present
Dallas, TX

Denbury Resources
3 years 9 months
Senior Contract Specialist
October 2012 - September 2013 (1 year)
Plano, TX

- Negotiated T&C's for Construction Contracts, Master Service Agreements and Consulting Service Agreements.
- Issued out Request for Proposals for both the Pipeline and EOR Facilities Group.
- Issued Service Orders against existing MSA's

Senior Supply Chain Specialist - Pipeline
2010 - 2012 (3 years)
Plano, Tx

Handled the Procurement for major pipeline projects & North Region Operations (North Dakota, Montana, Wyoming) - materials and services.

Wilson

Project Manager

2005 - 2010 (6 years)

Dallas, Shreveport, Odessa

Project Manager for the Haynesville Shale. Handled procurement for all large Pipeline Projects for the entire region. Managed inventory levels, sourced line pipe, pipeline valves, and High Yield fittings.

Project Coordinator for Oxy projects in Midland, Texas. Sourced all PVF and coordinated deliveries for major projects in the region.

Contact

www.linkedin.com/in/lisa-monnig-c-p-m-33678b6 (LinkedIn)

Top Skills

Contract Negotiation

Procurement

Project Management

Lisa Monnig, C.P.M.

Procurement Manager at KidZania USA
Plano, Texas

Summary

A vital contributor to supply chain, offers expertise in sourcing and purchasing for goods and services with experience in family entertainment center, retail operations and services, and major airline operations. Defines and drives sourcing strategies and initiatives that enable product development at competitive prices. Directs major projects, assigns resources, and trains staff on best practices such as Lean Six Sigma.

Captures millions of dollars in savings through astute examination of suppliers and contract negotiations. Negotiated multiple contracts valued in excess of \$30M+ for commodities and services across various fields, including supplies, lighting, relamp/retrofit services, merchandise handling carts, and communications. Ensured maximum return by negotiating optimal pricing contracts on behalf of internal clients.

Experience

KidZania USA
Procurement Manager
May 2019 - Present
Plano, Texas

Main Event Entertainment
Purchasing Manager
November 2013 - May 2019 (5 years 7 months)
Plano, TX

Responsible for strategic sourcing of FF&E and Operational Services for all new and existing locations for a company experiencing major growth. Spend management of \$25M+ annually and increasing as our company continues to expand. Works with cross functional teams that include Development, Construction Project Managers, Finance, IT, Operations, Legal, Training, Human Resources and Executive staff. Leads RFP and RFI initiatives, implements contracts, manages supplier relationships, implements process

improvements. Member of company Design Team that works with our external architects and interior designers to determine design, fit and finish for upcoming new centers and renovation projects. Responsible for overseeing the onsite installation of FF&E for new centers and renovations.

Southwest Airlines

Buyer

January 2013 - November 2013 (11 months)

Dallas, TX

Buyer for Corporate Travel Services and Office Products. Developed and executed sourcing event for shuttle/transportation services. Negotiated \$50K savings on \$500K spend. Cost avoidance of \$50K for customized employment notification project. Project was terminated by internal customer after one week; additional cost avoidance in lost production time of seven employees for an unnecessary project. Partnered and managed internal customer relationships with Maintenance Operations, Facilities, Ground Operations, People Department, Training, InFlight, Flight Operations, Cargo, Culture Committee and Executive Office. Oversee management and execution of agreements for Corporate Travel Services. This includes: hotels, rental car suppliers, audio/visual supplies, golf clubs/resorts, shuttle/bus suppliers, entertainers/production companies.

Commendation Letter from CEO for participation in internal audit project (May 2013).

Remington Hotels

Senior Purchasing Agent

October 2012 - January 2013 (4 months)

Dallas, TX

JCPenney

Sourcing Senior Specialist

May 2008 - September 2012 (4 years 5 months)

Plano, TX

Developed and executed annual sourcing initiatives and individual sourcing strategies for assigned categories, constructing a detailed commodity strategy that leveraged an indirect spend and accomplished buying goals. Analyzed price proposals, financial reports, and other data to capture optimal return on spend. Ensured accurate and timely delivery of goods and services to internal business clients at competitive prices. Oversaw contract management

with all stakeholders to ensure compliance with service level agreements. Negotiated \$3.6M+ savings while negotiating services contracts totaling more than \$28.5M; services spanned merchandise handling carts, relamp/retrofit services, two-way communications, and janitorial supplies. Partnered and managed relationships with 6 to 25 domestic suppliers to support relamp/retrofit services, lamp recycling, lighting, two-way communications equipment, FCC licensing, customer and associate call boxes, janitorial supplies, custodial equipment, and merchandise handling carts.

Lead large-scale projects with company wide impact that resulted in improved efficiency and lower expenditures. Managed a \$3M lighting retrofit project that involved converting T12 lamps/ballasts to T8 lamps/ballasts, upgrading incandescent exit signs to LED, and installing occupancy sensors to achieve a \$2.1M energy savings. Directed a retrofit program focused on upgrading incandescent/halogen lamps to LED; managed a \$12M budget and produced \$3M+ annual savings as well as \$2M+ return in incentives and rebates.

Trained employees on expediting functions for the procurement construction services group. Named Associate of the Quarter for Customer Service in 2009, and member of the Team of the Quarter in 2009 and 2010.

ISM-Dallas

VP - Membership

June 2009 - April 2011 (1 year 11 months)

ISM-Dallas

Satellite Seminar Chair

June 2008 - June 2009 (1 year 1 month)

JCPenney

10 years

Procurement Specialist

October 2000 - May 2008 (7 years 8 months)

Plano, TX

Managed buying and sourcing strategies with domestic suppliers to support strategic procurement/sourcing for assigned categories, including janitorial and custodial supplies, merchandise carts, relamp/retrofit services fine jewelry/tools findings, two-way communication devices, copiers and fax machines, and mailroom equipment. Expedited construction service projects for new stores and renovations by working with project managers, onsite foremen, internal

logistics, and suppliers to ensure and improve on time delivery of necessary materials. Worked on as many as 50 new stores, 75+ renovations, and more than 200 special projects per year.

Statistical Research Assistant

June 1998 - October 2000 (2 years 5 months)

Plano, TX

Supported business systems group in the Procurement department, providing general administrative assistant duties including correspondence, purchase orders, and coordinating schedules for 20 group members. Utilized MS Word, Excel, an internal travel system, and internal purchase order system.

Education

Abilene Christian University

Business Administration and Management, General · (1985 - 1986)

Contact

www.linkedin.com/in/brendan-gruss-cpim-93139167 (LinkedIn)

Top Skills

Microsoft Office
Customer Service
Logistics

Languages

English (Native or Bilingual)
Spanish (Elementary)

Certifications

Certified in Production and Inventory Management (CPIM)

Brendan Gruss, CPIM

Procurement Manager at Danone North America
Dallas/Fort Worth Area

Experience

Danone North America
Procurement Manager
April 2018 - Present
Greater Denver Area

Nestlé Skin Health
Supply Chain-Sourcing/Supplier Management
May 2016 - April 2018 (2 years)
Dallas/Fort Worth Area

Strategy&, part of the PwC network
Strategy Consultant-Strategic Sourcing
February 2015 - March 2016 (1 year 2 months)
Greater Chicago Area

- Assisted in identifying \$40-\$80M in incremental savings for an Industrial Products manufacturer by leveraging should cost modeling, supplier negotiation techniques, and an enhanced strategic sourcing initiative.
- Developed a procurement spend cube for a global manufacturing company to support analysis of various commodity groups and sourcing decisions with regards to improving sourcing strategy.
- Facilitated the entire RFP deployment process and analysis of returned supplier proposals for a water technologies company to better understand make vs. buy opportunity.
- Analyzed and implemented various control metrics to support product rationalization and overall supply chain transformation for a Fortune 500 Industrial Products company in effort to reach a five-year profit goal.

Lockheed Martin
Production Operations Intern
May 2014 - August 2014 (4 months)
Dallas, Texas

DuPont
Supply Chain Intern
May 2013 - August 2013 (4 months)
Wilmington, Delaware

Education

Duquesne University
Bachelor of Science (BS), Supply Chain Management · (2012 - 2014)

Penn State University
· (2010 - 2012)

Contact

www.linkedin.com/in/jim-clark-1717b624 (LinkedIn)

Top Skills

Continuous Improvement
Lean Manufacturing
Supplier Development

Jim Clark

Manager - Supplier Development & Procurement Engineering at Abbott
Dallas/Fort Worth Area

Summary

A data-driven & results-oriented professional with a Bachelor's Degree in Mechanical Engineering and 20 years of experience in the automotive, medical device and consumer products industries. Experience includes cross-functional team leadership, supply chain development & continuous improvement, quality, and product design & development. I have worked extensively with suppliers and internal teams on a variety of projects and initiatives focused on improvement & growth, both short term and long term. Also, have extensive experience working with teams at all levels of the organization to develop internal business plans, key metrics and organizational structures to allow for achievement of developed internal and external objectives.

Experience

Abbott

Manager - Supplier Development & Procurement Engineering
January 2018 - Present
Plano, Texas

- Leader of the Supplier Development & Procurement Engineering function within the Strategic Sourcing organization at Abbott.
- Primary roles of the team include Should Cost Modeling and Value Stream Analysis to identify opportunities for continual improvement and/or risk mitigation in current & future value streams (new products).
- Direct support to Strategic Sourcing on supplier assessment & selection.
- Support Make vs. Buy strategy & decision-making process based on critical metrics of the value streams.
- Process and/or value stream mapping includes end-to-end supply chain for materials & processes.

Abbott

Principal Engineer - Strategic Global Sourcing & Supplier Development
August 2013 - December 2017 (4 years 5 months)

Plano, Texas

- Critical in the creation & launch of the Supply Chain Engineering role & team at Abbott (St. Jude Medical), which was initially 3 people, but expanded to 10+ people at multiple sites supporting global operations.
- Developed & implemented improvement projects focused on identifying risks, gaps or opportunities in the end to end supply chain and then developing the appropriate action plan(s) to improve both Abbott (St. Jude Medical) and supplier value stream metrics (Quality, Cost, Delivery, Growth).
- Project leadership included, but was not limited to, Lean improvements to value streams, quality improvements, cost savings opportunities, operating metric improvement activities (long term focus), crisis management (short term focus), rapid improvement projects, product & value stream development, supplier appraisal & selection and risk mitigation activities.
- Developed risk assessment model and tools for supply chain based on a variety of business, performance, environmental and other factors – this tool is being utilized globally to identify & mitigate risk points.
- Key role in the assessment & selection of suppliers to develop & improve the global sourcing strategy.

Honda of America Mfg., Inc.

14 years 5 months

Team Manager - Supplier Development & Continuous Improvement
December 2011 - August 2013 (1 year 9 months)

Marysville, OH

- Team manager of engineers that led continuous improvement, Lean implementation and business excellence projects within the supply chain, focused on improving overall cost, quality & delivery metrics.
- Develop focus and scope of ongoing continuous improvement activities within the supply chain based on the current performance of key metrics and future requirements & demand.
- Development and maintenance of budgets and manpower alignment that support company and department projects and business plan objectives (current and future).

Staff Engineer - Supplier Development & Continuous Improvement
January 2005 - December 2011 (7 years)

Marysville, OH

- Situation appraisal and improvement projects within the supply chain focused on identifying gaps or opportunities in a supplier's objectives & metrics, developing the appropriate action plan(s) to improve, setting targets,

forecasting the impact and validating the results. Heavy focus on business excellence (best practice) principals for long-term success.

- Projects required management of resources from both Honda and suppliers, including various levels and types of manpower, equipment, and capital investments.
- Improvements include, but are not limited to safety, quality, manufacturing, production control, logistics, maintenance, human resources, new model development and management.
- Extensive activity to lead process improvement projects for safety, quality, cost, and delivery utilizing Lean Manufacturing concepts and various continuous improvement methods, including TPM, 6-Sigma and kaizen activities. Extensive training and application of a variety of Lean concepts, including 5-S, O.E.E., and value stream mapping.
- Process improvement or kaizen projects required extensive activities on the production floor leading cross-functional teams, including engineering, quality, and production associates.
- Support crisis management situations at suppliers and Honda facilities as they arise.
- Position requires extensive domestic and international travel.

Senior Supplier Quality Engineer

April 1999 - January 2005 (5 years 10 months)

Marysville, OH

- Led activity for the overall quality improvement of a variety of suppliers spanning multiple commodities and the mass production components and systems they manufacture.
- Worked extensively with suppliers to solve a variety of current part and systems issues, facilitating resulting countermeasure activities.
- Develop, manage, and implement projects with suppliers and in-house groups, including cost-savings, market quality issues, and quality, process & design improvements.
- Extensive work with maintaining and developing drawing standards, general design specifications, PFMEA & PQCT documentation, as well as other quality and design-related applications.
- Job required extensive disposition of a variety of parts and processes to standard specifications, such as drawings, quality, regulation and process control standards.
- Variety of training focused on problem solving, decision making, and management development.

The Kirby Company

Product Development & Tooling Engineer

June 1996 - April 1999 (2 years 11 months)

- Product Development Engineer for new products being introduced to the market. Job responsibilities included the design, development, and testing/confirmation of various types of parts and systems.
 - Led cost saving, design/process improvement, and market quality projects for current and past models.
 - Projects included extensive work with various types of molded plastics, aluminum and zinc die castings, powdered metals, stampings, extrusions, and machined parts.
 - Projects required extensive interaction with various in-house and supplier departments, including marketing, manufacturing, quality, sales, purchasing, research & development and senior management.
-
- Managed and coordinated in-house and supplier tooling for all die-cast and injection molded parts.
 - Worked within development process to improve component design as it related to tooling maturation, maintenance, cost savings, and timing.

Education

Cleveland State University

Bachelor's Degree, Mechanical Engineering · (1992 - 1998)

Cleveland State University

Bachelor of Science in Mechanical Engineering

Contact

www.linkedin.com/in/charlotte-new-44692a2 (LinkedIn)
sgws.com (Company)

Top Skills

Strategic Sourcing
Process Improvement
Forecasting

Charlotte New

Results-driven Procurement Leader
Dallas/Fort Worth Area

Experience

Fossil Group, Inc.
Sr Manager - IT Procurement
January 2018 - Present
Dallas, Texas

Southern Glazer's Wine & Spirits
Director of Corporate Procurement
July 2013 - November 2017 (4 years 5 months)
Dallas/Fort Worth Area

Lennox International
Strategic Sourcing
April 2012 - July 2013 (1 year 4 months)

Dell
Supply Chain Operations Advisor
November 2008 - April 2012 (3 years 6 months)
Austin, Texas Area

Abbott Spine
Sr Financial Analyst
August 2007 - November 2008 (1 year 4 months)

Dell Inc
Finance Consultant
May 2004 - August 2007 (3 years 4 months)

US Airways
Sr. Financial Analyst
February 2003 - May 2004 (1 year 4 months)

Wells Fargo
Financial Analyst
May 2000 - February 2003 (2 years 10 months)

Education

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

Master of Business Administration (MBA) · (2002 - 2004)

Texas State University-San Marcos

Bachelor of Business Administration (BBA), Finance · (1996 - 2000)

Contact

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

Top Skills

Telecommunications

Wireless

Mobile Devices

Languages

English (Full Professional)

Spanish (Native or Bilingual)

Lin Amundarain

IT Procurement Manager - Customer Service Delivery at Millicom International

Dallas/Fort Worth Area

Summary

Senior Sourcing Manager with a proven history of success of enhancing profitability through skilled management of the Strategic Sourcing and Business Management process.

Proficient in roles of Sales, Program Management, Business Administration, Sourcing, and Supply. I have earned increasing levels of responsibilities while gaining international experience leading the Sourcing Business Partner team in the Caribbean, expanded experience in US market, and Global Improvement Programs.

I have experience of working in a multicultural environment and a matrix-based organization. My business acumen combined with my level of initiative has enabled me to exceed sales quota, significantly reduce service costs while increasing service quality levels.

My main objective is to help organizations build competitive advantage through sustainable world-class purchasing and supply management capabilities.

Experience

Millicom International

IT Procurement Manager - Customer Service Delivery
September 2018 - Present

Ericsson

13 years 5 months

Global Strategic Sourcing Manager

January 2016 - September 2018 (2 years 9 months)

Plano, Texas. USA

Global Category Lead Installation Services:

Managing initiatives across the Globe to reduce cost and drive efficiency. Global sourcing strategy development and implementation, ensuring Global processes and tools have adhered. Consultative support, coach, resource development, and direction ensuring Sourcing strategy alignment, efficiency, governance.

Strategic Sourcing Manager:

Support for Business Partnering model development for Region North America. Developed cost-effective category strategies based on cross-functional requirements & business needs. Sourcing Business and strategy direction, RFX development, established long-term contracts, technical and cost management of solutions, supplier business intelligence, benchmarking, category market knowledge, cost-effective & competitive marketplace. Internal stakeholder's engagement ensuring right scope, quality, and requirements are met.

Global Program Manager Sourcing and Country Manager January 2014 - December 2015 (2 years)

San Juan, PR. USA

Program Manager Sourcing:

Assessing, analyze, and implement improvements to existing or upcoming telecom infrastructure projects and network rollouts, maximizing margins and increasing delivery efficiency. Coordinate partnering with the regions. Six-Sigma Methodology. Coordinate partnering with the regions. Implement Global Processes, tools and best practices adapted to each region.

General Manager/Country Manager Ericsson Caribbean:

Management and administration of the Legal Entity in the country by reviewing on a regular basis the local situation regarding people, financials, long-term commitments, risks exposures, safety & security. External relationship. Prime legal representative.

Sourcing Business Partner Lead for the Regional Operators in Region Latin America and Caribbean

June 2012 - December 2013 (1 year 7 months)

San Juan, PR

Procurement Leader (3 direct reports, +12 indirect). Coach and manage resources. Engage in presales/sales/execution and post-delivery service activities and sourcing planning and preparation for service categories (direct and indirect). Establish Regional Sourcing strategy. Identify customer needs, prepare plans and scopes, execute RFXs, select suppliers, negotiate, manage

contracts, supplier's performance management, develop supplier base, establishing R&R, risk management, sourcing budget and cost optimization. Projects in Latin America and the Caribbean for the Local & Regional Customers Unit.

Sourcing Business Partner

October 2008 - May 2012 (3 years 8 months)

Sourcing and Supply Prime for America Mobiles account in Central America and Caribbean. Sourcing/Procurement activities for direct and indirect categories. Ensuring offers made up aligned with optimal sourcing cost and supply flow. Perform risk analysis, coach, guide and give advice to logistic management and sourcing category teams: ATT, AMX, Open, T-Mobile, Orange, Sprint, Viva, COMCEL, Tricom, UTS, Millicom, Digicel. Procurement and Supply support during project execution.

Sales Manager

May 2005 - September 2008 (3 years 5 months)

Total Account sales responsibility. Influence the customer to avoid RFX's and make them to choose Ericsson as preferred supplier. Maintain Customer Relationship and customer Care at CXO suite level. ACR Core Three Leader: Development of business cases, pricing structures and product/offer presentations. RFX Responses. Project Sponsor: funding reviews, renegotiations and continuous follow up of project progress.

CANTV

B2B Sales Manager

August 2003 - May 2005 (1 year 10 months)

Ericsson

Inside Sales Account Manager

September 1998 - December 2002 (4 years 4 months)

Education

IUPFAN

Electronic Engineer, Engineering · (1992 - 1998)

Universidad Simón Bolívar

Telecommunication Business, Management · (2002 - 2003)

UDI - Panama

Business Management Specialist, International Business · (2010 - 2011)

UDI Panama

MBA, Marketing · (2010 - 2011)

Contact

www.linkedin.com/in/justin-r-craun-dba-7143553a (LinkedIn)

Top Skills

CPSR

Best Value Source Selection

Leadership Development Coaching

Certifications

Certified Federal Contracts Manager (CFCM)

Certified Level 2 Subcontracts Manager

Certified Level 5 Program Manager

Honors-Awards

Graduate of NCMA Contract Management Leadership Development Program

Graduate of Raytheon Leadership Excellence Program

Ordained Minister

Justin R. Craun, DBA

Supply Chain & Operations Leader
Mckinney, Texas

Summary

A diverse senior leader in the aerospace and defense industry with an emphasis in learning and leadership development programs. Served in multiple operations and supply chain roles with increased levels of responsibility with Lockheed, BAE, and currently Raytheon. Experience includes internal business-to-business performance, domestic and international programs (development-depot) utilizing multiple contract award types. Contribute to the community and the business field by serving in not-for-profit leadership roles. Believer in talent develop that drives competitive advantage.

Specialties: Subcontract Management, Learning & Leadership Development Programs, Employee Development and Organizational Culture Advancement

Experience

Raytheon
Manager of Procurement
December 2018 - Present
Plano, TX

Raytheon
13 years 6 months
North Texas Operations - Internal Performer Manager
February 2018 - Present
McKinney, TX

Operations Staff Executive
November 2016 - February 2018 (1 year 4 months)
McKinney, TX

Responsible for the Operations strategy, goals, and communications across four manufacturing sites, six mission areas and 1,200 employees. Assist in BU capital budget planning and manage \$150M annual capital budget. Facilitate

monthly business Operations Reviews with the Operations Leadership Team.
Developed training/certification plan with PMX for major capital projects

Strategic Sourcing and ESPX Deployment Lead

July 2015 - November 2016 (1 year 5 months)

McKinney, Texas

Manager III, Subcontract Management

July 2011 - July 2015 (4 years 1 month)

Plano, Texas

Manager II, Subcontract Management

2008 - 2011 (4 years)

McKinney, Texas

Sr. Principal Supply Chain Specialist

2006 - 2008 (3 years)

BAE Systems

Supply Chain Lead

January 2006 - December 2006 (1 year)

Lockheed Martin

Subcontract Administrator

2002 - 2005 (4 years)

Fort Worth, Texas

Education

University of Phoenix

Doctorate Business Administration, Leadership Development · (2009 - 2014)

Purpose Institute

Bachelor's degree, Theological and Ministerial Studies · (2008 - 2011)

University of Phoenix

Master of Business Administration, Leadership Development

Programs · (2003 - 2005)

Missouri State University

Bachelor of Science (B.S.), Marketing/Marketing Management,

General · (1998 - 2001)

Contact

www.linkedin.com/in/carlos-pullum-66395031 (LinkedIn)

Top Skills

Negotiation

Strategic Sourcing

Purchasing Processes

carlos pullum

Procurement Manager at Vertex Business Services
Dallas/Fort Worth Area

Experience

Vertex Business Services
Procurement Manager, North America
2012 - Present
Richardson, Texas

Electronic Data Systems

Procurement Manager
January 2001 - May 2011 (10 years 5 months)

Lead a team of individuals in the development and implementation of global sourcing and supplier relationship management in excess of \$1.5 billion in corporate spend. Lead market analysis and create contingency plans for product alternatives and supply continuity. Develop and execute negotiation strategies. Develop and propose total cost of ownership model strategies.

Accomplishments:

Managed procurement relationship with EDS' largest client, which represents roughly \$2 billion in revenue to EDS. Successfully implement Service Level Agreements with the client to ensure products are being ordered and installed to proactively meet project deadlines. Implemented a new procurement approval process to reduce the supply chain cycle time by 3 days for the client.

Developed a web-portal for internal ordering of consumables and non-capitalized products to reduce transactions costs by roughly \$100.

Served on the Core Team to development and implement EDS' new global procurement system

Manage \$3 million annual budget

Created a costing toolkit for mainframe and midrange software in new business opportunities. This toolkit reduce the cycle time to respond to client RFP's from 7 business days to 3 business days.

Reduced the ordering cycle time from 6 days to 3.2 days

Teams generate roughly \$25 million annually in cost savings for the corporation

Hewlett-Packard
Procurement Manager

March 1995 - March 2011 (16 years 1 month)

EDS

Procurement Manager

March 1995 - March 2011 (16 years 1 month)

Hewlett-Packard

Procurement Manager

1994 - 2011 (18 years)

Electronic Data Systems

Procurement Specialist

October 1996 - May 2001 (4 years 8 months)

Develop and execute supplier strategies and manage relationships to maximize procurement strategies, processes and services for EDS accounts and clients worldwide. Lead market analysis and create contingency plans for product alternatives and supply continuity. Develop and execute negotiation strategies. Develop and propose total cost of ownership model strategies. Resolve complex supplier disputes.

Accomplishments:

Manage EDS' largest global supplier relationship

Lead a team of 15 individuals worldwide specifically for the management of EDS' largest supplier relationship

Led a core team that successfully negotiated one of the largest software agreements in the Information Technology Services industry. This agreement has reduced over \$300 million in software expenses over the past 3 years.

Traveled abroad to facilitate discussions with EDS Business Units and clients to develop strategies to leverage this agreement.

Led a global cross-functional team which developed a formalized supplier management process for EDS' purchasing organization

Electronic Data Systems

Business Analyst

March 1995 - October 1996 (1 year 8 months)

Reconciled accounting statements and financial reports. Review, respond, and process inquiries concerning purchase requisitions, accounts receivable collections, and cash applications problems. Performed core transaction processing, system research and analysis, and customer service support.

Accomplishments:

Successfully implemented procedures for the supplier payment distribution
Helped streamline processes for large supplier agreements
Assisted in the development of a procedure manual for other Business Analysts
Created and facilitated a committee which served as a support mechanism for managers and subordinates and their various supplier issues.

J. Riggings

Store Manager

August 1994 - March 1995 (8 months)

Developed and executed sales strategies to increase store profitability. Hired and trained Assistant Managers and Sales Associates. Controlled store security, inventory and payroll. Performed employee evaluations and raise distribution.

Accomplishments:

Managed Southwest Region's largest store
Generated over \$1 million in sells personally
Recruited and trained all new management personnel

J. Riggings

Assistant Manager

August 1993 - August 1994 (1 year 1 month)

Assisted in the development and execution of sales strategies to increase store profitability. Hired and trained Sales Associates. Controlled store security, inventory and payroll.

Accomplishments:

Successfully gained promotion to Assistant Manager after only three months with company
Helped to engineer one of the largest increases (68%) in annual sales volume for store #820

Education

Bethany College

Bachelor, Economics · (1989 - 1993)

Bethany College

Bachelor of Arts, Economics-Business; Finance · (1989 - 1993)

Garland High School

· (1985 - 1989)

Contact

www.linkedin.com/in/derrick-gant-b29abb101 (LinkedIn)

Top Skills

Cross-functional Team Leadership
Process Improvement
SAP

Derrick Gant

Procurement Manager- Requisition 2 Pay
Dallas/Fort Worth Area

Summary

Highly skilled in the area of Procurement and Supply Chain Management within the pharmaceutical environment working with process teams to facilitate and monitor performance of demand and supply management activities. Experienced in Project Management for R2p enhancements (process/systems) implementation. Oversee the management of Strategic 3rd Party Off-shore partners.

Experience

Novartis

Procurement Manager- Requisition 2 Pay
September 2016 - Present
Dallas/Fort Worth Area

Responsible for overseeing the 3rd Party Management of Novartis' Primary BPO off-shore supplier, as well as other 3rd party supplier relationships that support the R2P/T&E process and systems. Manage transactional purchasing activity across all divisions. Purchasing Card Administration Manager for all Novartis Divisions. Project Manager for R2P enhancements (process/systems) from initial concept and design to implementation. Liaison for internal/external audits for areas of responsibility.

Alcon, a Novartis company

Sr. Buyer
June 2014 - Present

Sr. Buyer
May 2014 - Present

- Managed \$1 Billion of Indirect Spend to support various business needs, lead a team of 8 procurement professionals that supported transnational activity, managed Controls and Compliance of Indirect Purchase Orders, performed monthly internal audits to ensure purchasing operations were consistent, supported with a system transition from JD Edwards to SAP
- Lead cross-functional initiatives to improve Procure-to-Pay processes

- o 3-Way to 2-Way Match PO Conversion with Accounts Payable, which reduced GRs by over 1,000 entries per month
- o Site-wide Indirect Purchasing Training to improve PO Compliance
- Provided NFCM (Financial Analysis) reports for Category Management & Finance Review
- o Validated RFPs, Contracts, and other supporting documents required for JDE PO Creation and internal audit purposes
- Updated Indirect Procurement SOP on a bi-annual basis with Procurement process efficiencies.
- Retrieved Ad-hoc reports from JD Edwards Showcase to analysis Procurement Key Performance Indicators of Monthly Spend, Requisitions, PO's, and Goods Receipts
- Managed the end user and system escalations Online Purchase Requisition System
- Responsible for receiving goods in JDE and SharePoint and creating goods receipts
- Managed procurement hotline and mailboxes
- Trained direct reports and business stakeholders on Indirect Procurement Operations, system usage and PO compliance
- Assisted with 4 successful procurement audits (internal and external)
- Performed transnational buying functions supporting various groups such as Research & Development, Human Resources, Contingent Labor, Legal and Marketing
- Responsible for leading an offshore technical team of 8 JD Edwards transnational buyers in India

Lowe's Companies, Inc.

Sales Specialist

January 2011 - June 2014 (3 years 6 months)

Sales Specialist

January 2011- May 2014

Responsible for 1.5M in annual store sales. Collaborated with store management on department sales plans and labor/sales forecasting. Managed store in-stock appliance inventory and special orders. Managed store to store appliance inventory transfers. Provided guidance to vendors on slow moving or damaged merchandise.

- Functioned as store expert in high end custom order appliance sales

- Provided detailed product information to both customers and peers, promoted and recommending products, plans, and installation services that match customer needs.
- Responsible for generating leads, conducting sales activities, and building relationships with customers
- Responsible for ordering SOS items directly from vendors, tracking, fulfilling orders and resolving issues
- Negotiated prices with appliance and cabinet vendor on all SOS Orders
- Created purchase orders for special order or custom purchases
- Trained store associates on selling skills, product knowledge and how of review analyze financial reports for profitability
- Responsible for increasing sales, margin and reducing out-of-stock merchandise
- Responsible for providing product information and demonstrations to customers
- Responsible for working closely with vendors in regards to buy back of slowing moving inventory and repairs for damaged merchandise.

Missouri Department of Conservation

Conservation Agent

March 2009 - June 2014 (5 years 4 months)

Farmington (St. Francois County)

Conservation Agent (Law Enforcement)

March 2009 –

June 2014

Enforced state and federal laws within statutory jurisdiction in the state of Missouri

- Compliance/Law Enforcement
 - o Enforced Missouri's State and Federal Laws
 - o Enforced Missouri's Wildlife Code of Regulations
 - o Conducted routine field patrols
 - o Investigated reported violations
 - o Aided in the prosecution of person's apprehended for violating laws and regulations
 - o Executed undercover operations
 - o Assisted local municipalities and federal law enforcement agencies with undercover operations
- Public Relations
 - o Directed 1 hour weekly radio shows for the Southeast Region of the State
 - o Piloted media releases via newspaper and local television stations

- o Presented career opportunities and conservation related programs to schools, clinics, fairs, businesses and other civic groups
- Leadership
- o Field Training Officer for new cadets
- o Hunter Education Instructor/Trainer for SE Missouri
- o Lead Crime Scene Investigator and Evidence Handler

The Home Depot

Department Supervisor

October 2006 - February 2009 (2 years 5 months)

Department Supervisor

October 2006- February 2009

Key carrying manager responsible for supporting daily store operations, supervising associates, assisting Store Management with analyzing financial reports for profitability verifying store deposits, interviewing, hiring, coaching and developing associates. Maintained store standards and provided excellent customer service to internal and external customers. Directed a team of store associates and external vendors in managing and maintaining store wide merchandise execution plans and seasonal departmental resets.

- Monitored service inventory and profitability
- Responsible for increasing sales, margins and turns
- Communicated freight flow events and inventory/ merchandising issues
- Advised Merchants and senior management of corrective action when needed
- Erected and maintained relationships with merchants, suppliers, stores, and supply chain partners
- Negotiated prices with lumber vendor on large SOS projects
- Responsible for creating purchase order for special order appliances and cabinets purchases
- Coordinated needs across supply chain partners
- Product transitions, flow and exit strategies
- Managed category to open-to-buy targets
- Provided analysis to improve category performance
- Collaborated with suppliers, transportation, and DC Managers to solve/ prevent Supply Chain issues
- Negotiated prices with contractors/subcontracts on large scale projects
- Created purchase orders for special order or custom purchases
- Scheduled associates work and training time

- Managed, trained, coached and developed employees customers service skill and product knowledge
- Supported Store Mgr. and District HR with drug screening, new hire orientation, interviewing potential candidates

Arby's Restaurant Group, Inc.

General Manager

August 2005 - August 2008 (3 years 1 month)

General Manager

August 2005- August 2008

Directed three assistant Store Managers and eighteen team members. Responsible for driving sales, controlling profit and losses utilizing comprehensive business analysis. Supported daily store operations, verified store cash deposits and banking transactions, managed store inventory and providing superb customer service.

- Managed company implementation of company systems by motivating & supporting the store team
- Responsible for driving sales through excellent operations & marketing execution
- Managed profit & loss metric for assigned restaurant
- Trained Assistant Store Managers on how to retrieve and interpret sales reports, conduct cash and inventory audits, increase sales
- Forecasted sales and labor hours, created employee work schedules
- Directed daily inventory audits, and hourly cash audits
- Responsible for executing monthly promo's
- Responsible for purchasing store inventory and supplies from assigned vendors

Education

University of Arkansas Pine Bluff

Bachelor's Degree, Biology, General · (2002 - 2006)

Blevins High School

High School, College/University Preparatory and Advanced High School/ Secondary Diploma Program · (1998 - 2002)

Contact

www.linkedin.com/in/stephanie-legere-criner-349990 (LinkedIn)

Top Skills

Six Sigma
Aerospace
Management

Languages

Spanish

Stephanie Legere Criner

Procurement Engineering Manager at Lockheed Martin Missiles and Fire Control
Arlington, Texas

Summary

Highly motivated Quality/Supply Chain Project Manager experienced at identifying and implementing creative solutions to complex problems. 14 years of Operations experience, including Major Missile Systems Program Management, Supply Chain/Procurement Engineering Management, Quality Assurance and Risk and Opportunity Management. MBA, Lean Six Sigma Black Belt Certified, Root Cause/Corrective Action, and Cost Account Management experience.

Experience

Lockheed Martin Missiles and Fire Control
Procurement Engineering Manager
June 2018 - Present
Grand Prairie, TX

Leads Procurement Engineering team that supports the program by proactively reducing risk and identifying opportunities within the supply chain, through Risk and Opportunity Management, Requirements Management, Capacity Management and Strategic Sourcing.

Lockheed Martin Missiles and Fire Control
Global Supply Chain Lead
September 2016 - June 2018 (1 year 10 months)

Lead Global Supply Chain activity for multiple development programs valued over \$100M. Identify and implement strategies to reduce transition to production risk and increase long term producibility - resulting in a more affordable product.

Lockheed Martin Missiles and Fire Control
7 years 5 months

Quality Assurance Program Manager
February 2011 - September 2016 (5 years 8 months)

Responsible for Quality Management of Evolutionary Development contracts.
(2011-2014)

Responsible for Quality Management of Precision Fires Development/
Commercial/After Market Enterprises contracts (2015-2016)

Program Management Analyst
May 2009 - February 2011 (1 year 10 months)

Assumed Program Manager role to lead successful delivery of Kits and Spares

Responsible for Risk and Opportunity Management for Major Missile System
Production

Manage Earned Value Management for Capacity and Tooling contracts

Lockheed Martin Missiles and Fire Control
Quality Engineer
January 2007 - May 2009 (2 years 5 months)

Lockheed Martin Missiles and Fire Control
Operations Leadership Development Program
January 2005 - December 2006 (2 years)

Operations Leadership Development Program (OLDP) is a selective two year training program limited to fewer than 1% of LM employees. OLDP provides accelerated opportunity for broad experiences and leadership development. Components of the program included rotational job assignments, technical development curriculum, and Leadership Development Conferences. Rotational jobs included assignments in Quality Assurance, Program Cost Analysis & Risk Management – Parametric Estimating, and Production Operations Compliance and Self Assessment.

SBC Communication
Switching and Transport Engineering Intern
May 2003 - August 2003 (4 months)

IBM
Manufacturing Engineering Intern
May 2001 - August 2001 (4 months)

Education

Southern Methodist University - Cox School of Business
MBA, Finance · (2006 - 2008)

Oklahoma State University
B.S., Industrial Engineering and Management, Spanish · (1999 - 2004)

Universidad Pontificia de Salamanca
Spanish · (2001 - 2001)

Enid High School

Contact

www.linkedin.com/in/cody-deeds-mid-b8ba5322 (LinkedIn)

Top Skills

Management

Team Building

Project Management

Cody Deeds, MID

Industrial Distribution Specialist

Fort Worth, Texas

Summary

A Profit-Oriented Management Professional with Eighteen years' experience in delivering notable contributions of productivity, profit, and customer relations while providing a sound background in Project Management, process improvement, quality, and inventory control.

Experience

DFW Heavy Duty Parts Ltd

Procurement Manager

February 2019 - Present

Fort Worth, Texas

Integrated Equipment, Inc.

Supply Chain Manager

September 2017 - February 2019 (1 year 6 months)

Houston, Texas

Responsible for multi-site personnel and planning of global manufacturing. Duties include Inventory Control, Purchasing, Planning, and Customer Service.

- Manage 6 direct reports in 4 functional departments: Demand Planning, Purchasing, Warehousing/Transportation, and Customer Service
- Analyzed statistical data and reports to ascertain trends in performance, resulting in maximum effective and efficient use of resources
- Reduced Inventory from \$3.8 Million to \$2.7 Million through stratification
- Sourced and Qualified new critical and non-critical vendors allowing for better pricing agreements and reduced lead times
- Maintain Vendor Information in accordance with ISO 9001 and API 6A and 16A

Advanced Control Systems

Materials And Logistics Manager

August 2015 - August 2017 (2 years 1 month)

Houston, Texas

Responsible for management of Shipping and Receiving department, Warehouse, Assembly Shop, Quotations, and employee time. Assist General Manager in day to day operations including work schedules, weekly reporting, as well as oversee vehicle fleet maintenance and daily inspections. Establish and monitor best practice solutions for inventory improvement.

- Project Manager. Oversee full scope of all new and continued Rig Up projects from inception to final invoice.

- Maintain Service and Rig Up logs to ensure accuracy of all projects and services.

- Inventory Management and Internal Audits. Responsible for accuracy of on hand inventory, cross dock shipping, and manufactured goods.

National Oilwell Varco

4 years 4 months

Project Manager

May 2013 - August 2015 (2 years 4 months)

Houston, Texas Area

Responsible for multiple Jackup and Semi-Submersible Rigs in various shipyards globally located. Ensure timely delivery of equipment and documentation, preserve margins, and establish and maintain positive customer relationships.

- Exemplify versatility and multitasking skills in performing diverse tasks, including schedule development, analysis, cost control, and reporting duties along with execution of critical path analysis, resource leveling and analysis, budget analysis, cost, and schedule analysis through various techniques and methods.

- Project Execution. Follow all aspects of projects from the point of Sales to Project Management (PM) hand over through PM to I&C handover.

- Team Management of personnel including Assistant Project Manager, Project Coordinator, and Interns.

Warehouse Manager

May 2011 - May 2013 (2 years 1 month)

Conroe, Texas

Managed material inventories, warehouse receiving, customer orders, manufacturing supplies, and logistical strategies. Balanced productivity against profits and losses. Safeguarded warehouse operations and contents by establishing and monitoring security procedures and protocols.

- Completed warehouse operational requirements by scheduling and assigning employees; following up on work results as well as maintaining warehouse staff job results by coaching, counseling, and disciplining employees.
- Maintained physical condition of warehouse by planning and implementing new design layouts; inspecting equipment; issuing work orders for repair and requisitions for replacement.
- Achieved financial objectives by preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions.

Granbury Restaurant Solutions

National Accounts Manager

January 2008 - April 2011 (3 years 4 months)

Grapevine Texas

Education

Texas A&M University

Master of Industrial Distribution, Engineering/Industrial
Management · (2015 - 2017)

Texas Wesleyan University

B.S., History · (2005 - 2010)

Contact

www.linkedin.com/in/aaron-barber-74957829 (LinkedIn)

Top Skills

Contract Management
Budgets
Construction

Certifications

Certified Professional Contract Manager CPCM

Aaron Barber

Supply Chain Professional | Contracts Manager | MBA | CPCM
The Colony, Texas

Summary

Experienced Supply chain professional with a demonstrated history of working in the building material, manufacturing & construction industry. Skilled in Negotiation, DMAIC /Six Sigma methodologies, Operations Management, Analytical Skills, Subcontracts Management, and Project Estimation. Strong operations professional.

Experience

Commercial Metals Company
Procurement Contract Manager
June 2011 - Present
Irving, tx

Tutor Perini Building Corp
Contract Manager
June 2006 - February 2009 (2 years 9 months)
Las Vegas, Nevada Area

TBL Construction Inc.
Project Manager / Project Engineer
June 2002 - June 2006 (4 years 1 month)
Las Vegas, Nevada Area

Education

Naveen Jindal School of Management, UT Dallas
Master of Business Administration (M.B.A.), Product Lifecycle & Supply Chain Management

University of California, Irvine
Certificate of Contract Management, Purchasing, Procurement/Acquisitions and Contracts Management

University of North Texas

Bachelor of Applied Arts and Science, Sociology

Contact

www.linkedin.com/in/jimei-sherry-feng-745b7745 (LinkedIn)

Top Skills

Badminton

Procurement

Product Management

Languages

Mandarian (Native or Bilingual)

English (Native or Bilingual)

Cantonese

Certifications

APICS Supply Chain and logistics

Jimei Sherry Feng

Hands on Global Sourcing, Global Supply Chain Management,
Electronics Manufacturing project transfer & Management
Dallas/Fort Worth Area

Summary

Experience :#

Experienced in manufacturing outsourcing procurement & pricing,
RFQ, supplier negotiation;

Know-how knowledge in monitoring/analysis EMS price data, internal
& external bom cost tracking, data analysis, continuous flow of
materials;

Procurement experience in manufacturing outsourcing,
semiconductor, IT Hardware & service industries

7 years category management experiences

External & Internal meeting organizing and hosting, meeting minutes
preparation and action points follow up and issue tracking according
to process obligation

Category Strategy establishment, review and implementation

Experience

Nokia Solutions and Networks

EMS Product Procurement Manager

February 2015 - Present

Dallas/Fort Worth Area

1. Electronics Manufacturing Service(EMS) RFQ activities preparation and initialization among candidate suppliers; suppliers' quotation analysis, negotiations; internal stake holders alignment and collaboration; benchmark study report preparation and coordination, supplier selection decision proposal to company management council, etc;
2. EMS cost & supplier management, inclusive periodically pricing review and approval based on breakdown on Material cost, Manufacturing cost, Management cost, etc; Same time, make sure Purchase Analysts' tasks on CBOM tracking and control are in compliance with pricing process and project specific requirement;

3. Monitor & control supplier's cost elements movement on key projects and key aspects, e.g. key consumable material quantity and cost, labor hours' evolution by working together, etc.
4. Comprehensive EMS Contract perception and implementation among different projects under various business circumstances & models;
5. Suppliers' savings data monitoring, new savings opportunities identification, tracking and realization.

Special skills and/or Special technologies:

1. Know how in Electronics Manufacturing Service (EMS) cost management elements;
2. Know how in EMS supplier cost model and supplier quotation tactics;
With insight and clear understanding about the balance point of supplier cost management and relationship management in EMS industry;
3. Familiar with company products and cost evolutions mile stones; Great experiences in International Telecom industry supplier management and procurement management;
4. Bilingual in English, Chinese is a solid plus.

Nokia Siemens Networks

11 years 10 months

Global Procurement Category Manager

November 2008 - February 2016 (7 years 4 months)

Dallas, USA

Established EMS RFQ process and optimization, implemented various of RFQ launching, analysis, internal alignment, tracking, archive;

Established & implemented regular price, data analysis and approval on manufacturing subcontracting supplier;

Deep dived in price discrepancies issues problem solving, strongly pushed multi parties into agreement and solution;

Designed & conducted auction based annual price negotiations in 2012 & 2013 with 9-12 main suppliers

Mastered cross management team which is with members of technology engineers, project sourcing manager, quality specialist, buyers

Negotiated & concluded frame contracts with main suppliers

Managed & consolidated supplier bases from 95 to 70 in 2013

Involved & Strongly supported buyers with supplier high level management on massive shortage issue

Conducted market research in memory are, yearly renewed on the memory product procurement strategy, meanwhile provided updated market information to internal customers e.g. R&D architectures.

Advanced procurement

June 2006 - November 2008 (2 years 6 months)

Jointed established Purchasing plan with team members for dedicated product line, and regular review and update on the nominated subjects;

Ensured the early involvement of Procurement (Advanced and Sourcing) in the Product/Project PLC, for the best optimization of the Procurement mix(in TCO, Time to Market, Quality,...) and contribution to the Supplier Selection;

Analyzed Supplier Risks and set projected BOM cost of Products and Services according to the targets of Costs and Time To Market of the Product Developments or the Project Bids;

Drived the Supplier contribution in Cost Reduction Plans i.e. savings by negotiation, execution of re-engineering actions and associated external costs;

Implemented the Corporate commodity and preferred supplier strategies during the product development and make sure the strategies are in line with the new projects needs;

Being in closely contacted with the product marketing and technical development teams;

Participated and contributed from procurement aspect in the product life cycle review decision meetings (Project Core Teams, Decision Review meetings).

Advanced Procurement

May 2004 - June 2006 (2 years 2 months)

Worked together with the purchasing manager successfully accomplished the System sourcing and procurement.

- Field: CCTV, Displaying, Internal Radio system, Clocking, Optical Cable and Copper Cable, Office automation system, Installation and Commission, etc.

- Total procurement volume: \$10M;

- Total saving volume: \$ 1M based on sales contract budget;

- Procurement Negotiation and Contract signed: 9 sets;

- Team members: 6 persons dot line report;

Metro Signaling system TOT and procurement establishment in China for Shanghai Metro way line 6 & 9 & Beijing Metro Line 4

- Procurement field: Material and equipment of Communication Based Train Control and Military and Air space area; Introduced and established procurement relationship with over 20 fresh suppliers ;

- Supplier list: Hirschmann, Transcore, Alvarion, Pentair, Hyperlink, Wireland, AB connectors, Wall Industries, Huber Suhner, Leach, Alpha Wire, etc,

over 124 suppliers from US, Canada, Israel, Germany, UK, over 10 global companies for around 1000 parts.

- Team members: 20 persons dot line report;
- Total Procurement volume: \$2M for production material; \$ 3M for sub-contracting.

Education

APICS

Master's degree, Logistics, Materials, and Supply Chain Management · (2015 - 2016)

The University of Hong Kong

Master's Degree, MBA-supply chain · (2008 - 2010)

Guangdong University of Foreign Studies

Bachelor, English · (1999 - 2003)

Sichuan airspace professional school

High School, Electrical and Electronics Engineering · (1989 - 1993)