

Contact

www.linkedin.com/in/tim-harkrider-6b2a4749 (LinkedIn)

Top Skills

sap
forklift operator
financial analysis

Tim Harkrider

Procurement Manager at Reeder Distributors, Inc.
Burleson, Texas

Summary

I am very goal oriented and try to excell at anything I am doing. I take a great amount of pride in my work and my family. I have extensive experience in oil and gas inventory as well as finance.

Strong points:

Inventory planning
Purchasing
Bulk and package oil
Microsoft Excel
Inventory financial planning
Missing inventory reconcilliation

Experience

Reeder Distributors, Inc.
Procurement Manager
February 2017 - Present

USA Compression
Materials Specialist
August 2015 - December 2015 (5 months)
Weatherford, Texas

Handle warehouse and remote location inventory and finances .

CDM Resource Management LLC
Inventory control specialist
February 2013 - August 2015 (2 years 7 months)
grandbury, tx

Inventory control for Natural Gas compression.
i use Maintance Connection, Excell and all other microsoft applications on a regular/daily basis.

Responsibilites include, but not limited to:

Cycle Counts

Company wide inventory counts
reconciliation for missing inventory
work orders

Inventory transfers

Warehouse and stock room setups, physically and in MC

Sabre Industries, Inc.

Bill of Materials specialist

October 2012 - February 2013 (5 months)

Alvarado, tx

I use epicore and all Microsoft applications on a daily basis to enter parts, needed parts, time frames and blueprints.

baker hughes inteq

Inventory Control

October 2010 - October 2012 (2 years 1 month)

Responsibilities included, but not limited to:

Logistics

Cycle Counts

Reconciliation

work orders

asset movements in SAP

day to day inventory control

financial planning for inventory

Pops Auto Outlet

Salesman

May 2009 - August 2010 (1 year 4 months)

I handled all my own personal advertising as well as client connections, cash handling, loan approvals and customer service.

First National Bank Texas

Personal Banker II

April 2008 - May 2009 (1 year 2 months)

Westworth Village, Tx

Cash control, customer service, loan applications and sales.

Education

Tarleton state university

sociology · (2007 - 2013)

Burleson high school

diploma, High School/Secondary Diplomas and Certificates · (2004 - 2007)

Contact

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

Top Skills

Merchandising
Marketing Strategy
Marketing

Eric Jasuta

Procurement and Planning Manager
Dallas/Fort Worth Area

Summary

I am a highly motivated and driven individual. I aspire to be successful every day and help those I work with be successful as well. Learning new skills is something I strive to do.

Experience

Aquasana
Procurement and Planning Manager
June 2015 - Present
Haltom City, Texas

RadioShack
Buyer
September 2013 - June 2015 (1 year 10 months)
Dallas/Fort Worth Area

- Successfully deliver sales, margin and inventory goals for all managed categories
- Reduced the 2013 inventory of existing skus from 16 active skus to 8 active skus and increased the turn rate from 1.5 to 4.2 by result lowering the Weeks of Supply to support a positive ROI in all doors
- Negotiated Marketing Development funds to move through all end of life inventory in a period of 12 weeks
- Responsible for executing retail assortment, category reviews, sales planning, forecasting, space planning, and procurement
- Interpret basic financial statements, total costs to serve the product, financials levers and metrics used in merchandising to understand current and future trends; identify exceptions and seek additional information when data discrepancies are found

RadioShack
Associate Buyer
June 2013 - August 2013 (3 months)
AT&T Associate Buyer at RadioShack

RadioShack

8 years 2 months

Merchandise Planner

June 2012 - 2013 (1 year 7 months)

Dallas/Fort Worth Area

- Manage multiple wireless carriers across both RadioShack and Target retail channels
- Manage the assortments in accordance to category open to buy plans
- Plan assortments and purchases to meet/support future ad plans as well as day to day business needs with focus to seasonal trends
- Responsible for managing monthly working plan, current plan, and annual budget updates ensuring proper buy and sell through plans were aligned
- Work hand in hand with category buyer(s) and vendor partner(s) to ensure smooth transition of assortments

Inventory Specialist

January 2011 - June 2012 (1 year 6 months)

Dallas/Fort Worth Area

Sales and Support Specialist

November 2005 - December 2010 (5 years 2 months)

Dallas/Fort Worth Area

- Drove 77 Franchise store sales revenue up year over year in comparable sales
- Conduct over the phone sales training, merchandising techniques, and product training
- Built the strongest relationships with each Dealer Franchise owner. Proving higher sales revenue and gross profit by directing the dealer to purchase the company's focused products that were advertised and delivered the best margin
- Proficient in Microsoft Outlook, PowerPoint, Word, and Excel
- 53 Dealer/Franchise stores and approximately 7.5 million dollars in annual net merchandise sales
- Sales and Support Specialist Focus Group Member for 2007 representing the Sales and Support Specialist in the Northeast region
- Sales & Support Specialist of the year for 2008 with a sales increase of 1.5 million dollars or 22%. Goal oriented and proven to deliver results

United States Marine Corps

Sergeant

August 1997 - August 2001 (4 years 1 month)

NAS JRB Fort Worth

- Responsible for 13 FA/18 aircraft, 13 Active Duty Marines and 27 Reserve Marines
- Managed daily flight schedule and maintenance workload to achieve 100% operational readiness on a daily basis
- This included periodic maintenance as well as necessary maintenance during aircraft launch and recovery
- One of two collateral duty inspectors for the Ordnance division, responsible for signing off all maintenance on the aircraft as completed per Marine Aircraft Publication Guidelines
- Hand selected as one of two out of 40 Marines to be Quality Assurance Safety Observers responsible for overseeing the safe loading evolutions of all aircraft armament

Education

University of Phoenix

Bachelor of Business Administration (BBA), Business Administration and Management, General · (2004 - 2006)

Tarrant County College

Associate of Arts (AA), Business Administration and Management, General · (2002 - 2004)

Contact

www.linkedin.com/in/caleberry
(LinkedIn)
www.cfidrive.com (Company)

Top Skills

Freight
Logistics Management
Transportation Management

Cale Berry

Manager, Procurement at CFI Logistics
Dallas/Fort Worth Area

Experience

CFI

1 year 6 months

Manager, Procurement
December 2018 - Present
Dallas/Fort Worth Area

Managing Procurement and Pricing for CFI Logistics. The department is responsible for all RFPs and projects across all modes. In addition carrier compliance, vendor management, carrier/vendor sourcing, on-boarding and implementation is managed within this group. There is an overall focus on reducing CFIL's spend and streamlining operations.

Operations Manager

January 2018 - December 2018 (1 year)
Dallas/Fort Worth Area

CFI is a leading provider of time-definite 53-foot dry-van truckload transportation services in North America. Headquartered in Joplin, Missouri, CFI has a fleet of 2,400 company tractors and 8,000 trailers in addition to an independent contractor fleet. CFI provides solo, team, and dedicated trucking operations with consistent quality service and will now be building a logistics division to enhance customer solutions and drive continued growth. CFI is a subsidiary of TFI International, Inc. a North American leader in the transportation and logistics industry, operating across the United States, Canada, and Mexico through its subsidiaries. TFI International companies service the package and courier, less-than-truckload, truckload, and logistics segments of the transportation industry.

Hill Brothers Logistics

4 years 6 months

Operations Manager
August 2016 - January 2018 (1 year 6 months)
Dallas/Fort Worth Area

I managed the daily operations of the companies most profitable branch. I was responsible for ensuring the branch hit monthly revenue/margin goals, making sure each team member was successful and in the correct position

to optimize their talents, ensuring our internal processes were efficient and geared towards profitability and matching opportunities from our sales force to solutions within our ops room.

Freight Broker Manager

August 2013 - August 2016 (3 years 1 month)

Dallas/Fort Worth Area

I managed a successful team of Brokers, Account Managers and CSRs. Our team was responsible for managing and growing the companies most profitable accounts. Specializing in flatbed/OD and project freight, also well versed in dry van and temp controlled modes.

R+L Global Logistics

Account Executive

March 2012 - August 2013 (1 year 6 months)

Dallas/Fort Worth Area

Provide cost effective transportation solutions to customers. Specialize in all modes of transportation including dry van, temperature control, flatbed, intermodal, air and ocean. As the full truckload arm of R+L Carriers, R+L Truckload's mission is to make shipping truckload freight easy. Our team of logistics and transportation specialists work to make the process easy and hassle-free for our customers and partner carriers.

Maxfreight International Logistics

Operations - International & Domestic

October 2010 - March 2012 (1 year 6 months)

Dallas/Fort Worth Area

Provide customers the most effective way to manage their international and domestic freight. Specialties include ocean and air import/export, domestic FTL and LTL, customs brokerage, but most important growing and maintaining relationships with customers and vendors.

Contact

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

Top Skills

Microsoft Office
Microsoft Word
Customer Service

Certifications

International Business

Honors-Awards

Human & Environmental Systems
Most Outstanding Undergraduate in
Aviation 2014

Arizona State University Dean's List
Arizona State University Dean's List

Danyell Dunwiddie

Senior Commodity Manager - Tech Ops Procurement at American Airlines

Dallas/Fort Worth Area

Experience

American Airlines

4 years 11 months

Senior Commodity Manager - Tech Ops Procurement

January 2019 - Present

Dallas/Fort Worth Area

Commodity Manager, Powerplant Programs - APU & Landing Gear

April 2015 - January 2019 (3 years 10 months)

Dallas/Fort Worth Area

Senior Analyst, Strategic Sourcing - Supply Chain & Performance

August 2014 - April 2015 (9 months)

Phoenix, Arizona Area

U.S Representative Matt Salmon, Arizona District 5

Congressional Intern

February 2014 - August 2014 (7 months)

Gilbert, Arizona

Scottsdale Executive Flight Training, LLC

Office Manager & Dispatch

May 2012 - January 2014 (1 year 9 months)

Scottsdale Municipal Airport

Education

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

Bachelor of Arts (B.A.), Business- Global Politics · (2010 - 2014)

Ira A. Fulton Schools of Engineering at Arizona State University

Bachelor of Science (BS), Aeronautical Management Technology (Air Transportation Management) · (2010 - 2014)

National University of Ireland, Galway

Contact

www.linkedin.com/in/donna-wesley-7564a61 (LinkedIn)

Top Skills

Project Management
Contract Negotiation
Vendor Management

Donna Wesley

Purchasing/Procurement/Vendor Management
Dallas/Fort Worth Area

Summary

I was in retail management for approx. 3 years. I took care of the IT Purchasing and project management for a large Telecommunications company for 8.5 years and audited and managed the IT Area budget for 2 years. I also allocated over \$20M spend in Telecom and for a large Corporation, and help control the wireless spend and help establish policies..

I am a Procurement Manager for a fast growing company. I work very closely with all departments and upper management on new ideas, projects, policies and procedures. We tripled in size between 2012-2014, and it has been great to be a part of this growth. Looking forward to more exciting things to come.

Specialties: Peoplesoft, Purchasing, Project Management, Budgetary, Auditing, Vendor Management, MS Office, Coupa

Experience

Exeter Finance LLC
Procurement Manager
January 2012 - Present
Las Colinas, TX

- Order materials and services as per negotiated
- Manage supplier/vendor relationships
- Administers bidding process and contracts for vendor performance/ compliance within established limits, for the purpose of securing items and/or services within budget and compliance requirements
- Administers RFI's, RFQ's and RFP's
- Work with all departments to set policies
- Coupa Administrator
- Contract Management with suppliers and internal supplier managers
- Administer and create training

- Work with Executives and Upper Management implementing strategic initiatives

Textron

Sr. Financial Analyst-Telecom

October 2007 - December 2012 (5 years 3 months)

- TEMS (Telecom Expense Management Service) Project Lead
- Vendor Management
- GL Entries & chargebacks
- Report all telecom charges to the divisions with back-up data
- Assemble invoices with proper back-up for IT Infrastructure
- Manage and control telecom expenses for the Enterprise to assure cost savings
- Code and process invoices for Corporate IT for payment
- Create and process telecom disputes
- Reporting of telecom usage/deactivations/zero usage/etc. to the divisions monthly
- Assist in telecom contract negotiations and renewals

Verizon Wireless

9 years 1 month

Specialist-Network

November 2006 - October 2007 (1 year)

- Trade-in-credits with vendors on switch and cell equipment for the South Area.
- Asset write off's, transfers, and disposal
- Reporting of inventory and fixed assets within Peoplesoft for the South Area.

IT Technical Analyst-Procurement

October 1998 - November 2006 (8 years 2 months)

- Verify orders for validity
- Audit all orders by managing operational compliance issues across various functions to insure integrity and improve efficiencies
- Process Requisitions for HWSW request (including Client, Cisco, Telecom, POS and Server Equipment)
- Create E-Procurement orders and matched up all billing
- Educate End Users on equipment needed
- Coordinate and worked closely with vendors on pricing and ordering
- Assist with the Area budget for my department
- Complete chargeback's of equipment to the respective departments

- Manage the oversight and design of the South Area on-line HWSW Database
- Project Management of Enterprise Wide Roll-outs, including all new store openings across all 4 Market Areas of VZW
- Verify all on-hand inventory to insure proper purchasing
- Assist A/P in payment of open invoices and correction of match exceptions
- Assist in training of the new Peoplesoft roll-out, online HWSW Database, E-Procurement and individuals to backup my position

PrimeCo Personal Communications

Administrative Assistant

July 1997 - October 1998 (1 year 4 months)

- # Supported 13 employees, including 2 Directors
- # Processed Accounts Payable Vouchers and Employee Expense Reports
- # Coordinated travel arrangements and business meetings
- # Prepared presentations and designed flowcharts

ProStaff Personnel Services

Staffing Supervisor

October 1996 - April 1997 (7 months)

- #Filled client work orders
- #Interviewed applicants
- #Conducted testing and orientation for one of the company's largest clients
- #Behavioral Interviewed applicants
- #Phone screened applicants

Sherwin Williams

Assistant Manager/Operations Manager

May 1994 - September 1996 (2 years 5 months)

- #Supervised up to 4 employees
- #Completed orders (customers & store)
- #Controlled the accounts receivable, consisted of many large commercial accounts
- #Conducted interviews and hired qualified applicants
- #Coordinated Sales & Marketing promotions
- #Performed outside sales calls
- #Researched specs on products for optimal selection for customers

Education

LeTourneau University

MBA, Finance · (March 2004 - May 2006)

Tarleton State University

BBA, Business Management & General Business · (September 1990 - May 1994)

Contact

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

Top Skills

Supply Chain Management
Logistics
Supply Chain

Certifications

CPIM
LSSWB
CSCP
OSHA-10 General Industry Safety
and Health

Wayne Shivers, CPIM, CSCP

Manager of Procurement at Stonecrop Technologies
Dallas/Fort Worth Area

Summary

Self-motivated and reliable Supply Chain and Inventory Planning professional with 10 years of proven success. Effective leader who possesses the skills to needed to build cross-functional teams across the enterprise in high paced environments.

Technical skills include the following:

- SAP ERP
- Red Prairie WMS
- Logility DRP
- OMP Planner
- Oracle Demantra
- JD Edwards
- AMSOFT ASI ERP
- MS Office (Expert Level)

Experience

Stonecrop Technologies
Manager of Procurement
2018 - Present
Dallas/Fort Worth Area

Stonecrop Technologies
Supply Chain & Inventory Planning
2017 - 2018 (2 years)
Garland, Texas

Diab
Logistics and Planning Supervisor
2016 - 2017 (2 years)
Dallas/Fort Worth Area

Dal-Tile Corporation

11 years

Inventory Control Manager

2015 - 2016 (2 years)

Sunnyvale, TX

Purchasing Manager and Sr. Inventory Analyst

2014 - 2015 (2 years)

Sunnyvale, TX

Sr. Supply Chain Analyst & Project Management

2011 - 2014 (4 years)

Dallas

Sr. Resource Planner & Demand Analyst

2008 - 2011 (4 years)

Dallas

Resource Planner & Demand Analyst

2007 - 2008 (2 years)

Dallas

Material Planner

2006 - 2007 (2 years)

Dallas

Education

University of North Texas

Bachelor's degree, Business Administration, Management and
Operations · (2005)

Contact

www.linkedin.com/in/aaron-strother-3a922327 (LinkedIn)

Top Skills

Analysis

Claim

Insurance

Aaron Strother

Procurement Manager at Flagship Facility Services
Dallas/Fort Worth Area

Summary

Experienced Procurement Manager with a demonstrated history of working in facilities services, telecom and insurance industries. Career focused toward providing leadership by aligning resources to define and satisfy diverse internal and external customer needs through the acquisition and ongoing management of goods and services. Skilled in Analytical Skills, Strategic Sourcing, Management, and Leadership. Strong purchasing professional with a degree in Risk management and Corporate Finance BBA from St. Mary's University.

Experience

Flagship Facility Services, Inc.
Procurement Manager
March 2017 - Present
Dallas, Texas

Nexius

4 years 1 month

Supply Chain Specialist
April 2014 - March 2017 (3 years)
Dallas/Fort Worth Area

Assigned to sourcing, placing and reviewing company purchases and ensuring purchasing is in line with strategic goals and adhering to company financial forecasts in order to further develop relations and partnerships with suppliers and distributors.

Project Accountant
March 2013 - April 2014 (1 year 2 months)
Allen, Texas

Tasked with analyzing project finances for all projects under the following company practices, Network Engineering, Software Solutions, and Technology to ensure projects are meeting the proper benchmarks and finances are adequately balanced throughout the course of the project.

USAA

Claims Adjuster

January 2011 - March 2013 (2 years 3 months)

Investigate, evaluate, negotiate and adjust moderately complex non-injury auto claims in order to determine coverage, legal liability and equitably settle or defend claims in compliance with state and regulatory requirements.

USAA

Claims Intern

May 2010 - July 2010 (3 months)

Fully immersed in the USAA Insurance Claims department including shadowing bodily and property damage adjusters, appraisers, special investigations units and claims representatives. Handled incoming claims gaining a full grasp and understanding of the claims process as a whole.

Holmes, Diggs, Eames and Puhl Family Law Firm

Family Law Intern

May 2008 - August 2008 (4 months)

Mckinney

Aided attorneys in various aspects from filing documents with the court house, to assisting in fulfilling discovery requests as well as sitting in on conference calls and contributed in the co-signing and completion of Wills.

Education

St. Mary's University

Risk management and Corporate Finance, BBA · (2006 - 2010)

Contact

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

Top Skills

Business Process
Process Improvement
Risk Management

Samia Blaik

Contracts and Fleet Manager
Dallas/Fort Worth Area

Summary

Proactive manager and business professional offering experience in upstream and downstream oil and gas and chemical industries. Focus on bringing value to the organization through cost savings, compliance, and strategies that result in win-win solutions. Excellent negotiating skills, analytical mindset, technical understanding, proven leadership, and drive to meet internal customer needs and improve value for organization. Expertise includes:

Supply Chain Management * Project Management * Business Processes * Rig Contracts * Contractor Management * Inventory Management * Strategic Sourcing * Category Management * Contract Negotiation * Production Planning * Economic Analysis * Rail Contracts * Chemical Procurement * Utility Contracts * Natural Gas Procurement * Customer Service * Logistics * Regulatory Reviews

Experience

Pioneer Natural Resources Company
Supply Chain Contracts Manager and Fleet Manager
December 2014 - Present

Review and edit all supply chain contracts. Supervise a contracts specialist. Manage Fleet Department of 3-4 direct reports responsible for fleet of over 2000 trucks.

Pioneer Natural Resources Company
5 years

Senior Project Procurement Specialist
December 2014 - Present

Supply Chain Consultant
July 2014 - November 2014 (5 months)

Supply Chain Consultant on a contract basis. Developed strategy and agreements for supply for Drilling and Completions operations for 2015 and beyond. Design the logistics management system, processes, and procedures for the start-up and operation of a new oil fields services terminal, and enable the plan-to-pay process. This included tracking inbound rail cars, managing plant inventory, planning transloads, quality assurance and controls, and movement of product out.

Nexen

Supply Chain Manager/Business Process Manager/Project Manager
2006 - 2014 (9 years)

Dallas and Houston Texas

As Manager, Supply Management, I built a new Supply Management organization for Nexen's US division. Transitioned primary responsibility for purchasing activities from engineers to supply management. Responsible for procurement, logistics, and inventory management for approximately \$600mm/yr of purchases. As Business Process Manager, I developed business processes with process owners across the division, advise the bid committee, and was responsible for contractor management process. As Project Manager, I was responsible for leading the project for Nexen's relocation from Dallas to Houston. Accomplishments include:

- Rated "Exceeds Expectations" – top quartile in performance reviews
- Built a supply management team from 4 people to 12 people
- Implemented processes to bid all major purchases, Implemented bid committee
- Doubled savings year to year from sourcing initiatives
- Implemented a contractor management system and put cost controls in place
- Purchased a warehouse and consolidated inventory
- Developed the strategic agreements for key supply needs for 2 newbuild deepwater rigs (cementing, drilling fluids, ROV, supply boats, cutting dryers)
- Advised the bid committee on various matters resulting in millions of dollars saved
- Developed, pursued, and collected a claim of \$2.2mm for demobilization charges
- Analyzed the economics of rig sublease, changing direction to save millions
- Participated in industry groups to respond to legislative developments in a post Deepwater Horizon (oil spill) environment.
- Project Manager for office and people move from Dallas to Houston for \$50 mm project. Breaking ground to move: 1 year – on time and within budget.

Project Manager for implementation of a new business model post CNOOC acquisition

Methanex Corporation

Logistics Supervisor/ Customer Service Supervisor

2002 - 2006 (5 years)

Responsible for logistics and customer service for methanol sales of approximately \$600 million annually. Manage a fleet of 900+ railcars, \$15mm in rail contracts, \$9mm in barge contracts. Supervise 6 direct reports.

Accomplishments include:

- Promoted to next grade level in one year with company
- Received special recognition in form of stock options (given to only 25 employees world wide)
- Expanded Customer Service Supervisor role with Rail Logistics Supervisor
- Negotiated Barge Contract resulting in \$1mm savings on \$8mm contract during tight market
- Negotiated agreements with railcar suppliers for \$600k preventative maintenance program
- Designed Customer Complaint System and improved responses
- Reduced railcar lease costs through subleasing, achieved over \$2mm in sublease revenues
- Smooth shutdown of 4 terminals and start-up of two new terminals
- Increased fleet utilization at terminals to over 85% to save storage costs
- Reinstated Methanex demurrage charges on railcars to help reduce Methanex railcar costs

Eastman Chemical Company

Procurement Manager/Supply Chain Supervisor

1992 - 2002 (11 years)

Kingsport TN

Led supply chain team with 12 direct reports for Eastman's Fine Chemicals Business. Negotiate contracts and procure fine chemicals, inorganic chemicals, precious metals, catalysts, and natural gas for Eastman's plant with approximately \$100mm/yr in purchases.

- Received special recognition in 2001 as added salary increase for outstanding performance
- Achieved \$15mm inventory reduction (30%) in support of company's year-end goals
- Rolled two supply chain teams into one and assumed supervisor responsibility

- Consolidated work and gave team members multiple functions which allowed reducing my team from 12 to 8 people. This also broadened team member skills
- Led team through the transition to Eastman's "One Touch" concept where customer service, product management and planning, and pricing were combined into one focused on BU
- Achieved \$6.5M savings in 1999 on fine chemical raw material purchases
- Conducted Eastman's first auction for raw material purchase in support of E-commerce
- Leveraged Chinese supply to get better value and alternate sources of supply
- Led strategic sourcing initiative for water treatment chemicals resulting in over 50% savings
- Never ran out of a raw material during tight supply situations
- Optimized natural gas purchases during de-regulation in early 1990's

Education

University of Toledo

Bachelor of Science (BS), Chemical Engineering

University of Toledo, University of Michigan, Villanova

Bachelor of Science (BS), Chemical Engineering

Contact

www.linkedin.com/in/daniel-castelli-c-p-m-0728a3a (LinkedIn)

Top Skills

Supply Chain Management
Purchasing Processes
Purchase Contracts

Languages

English

Certifications

Certified Purchasing Manager
Green Belt

Daniel Castelli C.P.M.

Procurement Manager - Supply Chain Management
Dallas/Fort Worth Area

Summary

SENIOR MANAGEMENT,
PROCUREMENT & MATERIALS MANAGEMENT

Expert in Supply Chain Management, Strategic Sourcing, and Direct Import Programs

Performance-driven Materials Management executive with over 20 years of experience optimizing suppliers and negotiating contracts across diverse commodity markets, including metals, industrial products, and MRO. Develops, motivates, and leads high-functioning, multi-site procurement and logistics teams. Strong background in law and contracts.

Expertise in strategic foreign sourcing - negotiating and closing materials purchase contracts with suppliers in China, Romania, Turkey, England, Netherlands, Germany, and Italy.

Business development strategist who builds collaborative partnerships with domestic/foreign suppliers as well as internal sales and production departments to maximize profit opportunities.

Seasoned project manager - accommodating organizational transitions and supplier optimization initiatives.

Deep knowledge of Lean Six Sigma management strategies and ISO requirements - partnering with key suppliers at the C-Level to introduce Lean concepts in on-time delivery and production.

Vision, Strategy, Execution

P&L Management

Operations, Budgeting & Forecasting

Oral & Written Presentations

Multi-Site Supervision & Management

Lean Six Sigma Negotiations

International Sourcing/Procurement

Sales & Business Development
Fleet Management & Logistics
Integrated Supply & Outsourcing
ISO Certifications Staff Development
Project Management
Purchasing
ABC Analysis
Reverse Auctions
MRP

Software: Oracle, TCM (workwise), Made 2 Manage, Avante (ERP System), Procuri, MSOffice, Access, any custom software program

Specialties: contract management, directing, hiring, human resources, inventory management, logistics, macromedia director, materials management, microsoft windows, mrp, negotiation, pricing, procurement, production, purchasing, strategic, supply chain, supply chain management,

Experience

Seeking New Opportunity
Procurement Manager / Supply Chain Manager
September 2018 - Present
Dallas/Fort Worth Area

Interstate Battery
Procurement Manager
May 2017 - September 2018 (1 year 5 months)
Dallas/Fort Worth Area

Responsible for purchase of MRO items and equipment, including battery racks, office supplies, marketing collateral, and furniture. Supervises 2 Procurement Specialists. Oversees \$500,000 in annual spending. Creates RFPs and evaluates submissions. Negotiates SLAs and supplier contracts.

MedFusion
Purchasing manager
January 2016 - May 2017 (1 year 5 months)
Lewisville, TX

Purchasing Manager for Med Fusion and Clear Point.

Contracts, Negotiation, Program Management, RFP, Vendor Management, Logistics.

Med fusion, an integrated Molecular Center of Excellence and clinical trials organization, delivers support to healthcare providers and biotech/ pharmaceutical companies to consistently meet the needs of patients. An industry leader in advanced laboratory diagnostics and support, our full service clinical laboratory includes a dedicated test development and validation team to meet the needs of clients and reference lab services such as pathology and molecular diagnostics. med fusion is committed to facilitate the realization of personalized medicine by specializing in: Oncology, Women's Health, Urology, and Infectious Disease. Headquartered in Lewisville, Texas, med fusion offers its specialized services throughout the U.S.

Nuclear Logistics Inc.

Supply Chain Manager

July 2014 - January 2016 (1 year 7 months)

Fort Worth, TX

Purchasing and Supply Chain strategy. Establishment of goals, objectives and performance metrics. Establishment of cross functional and collaborative team efforts to achieve business results. Leading diverse teams of both strategic and tactical purchasing personnel, warehouse and shipping /receiving, direct and indirect procurement reports. Areas of focus: Change Management, Supply Base Performance management.

BrandFX

Director of Purchasing

July 2013 - July 2014 (1 year 1 month)

Fort Worth, TX.

Strategic Sourcing, Supplier consolidation, Negotiations, Materials management. Composites, Aluminum, Steel, Fasteners, Equipment, Machinery and out sourcing of production parts

Mayday Mfg.

Purchasing Manager

October 2011 - July 2013 (1 year 10 months)

Denton, Texas

Purchased all Raw Materials and in direct materials for this Aerospace Company. Chemicals for processing metal, Aerospace metals, tooling, subcontractor management, paints and supplies.

Pier 1 Imports

Procurement Planning Manager

March 2010 - May 2011 (1 year 3 months)

Responsible for Corporate Purchasing and all supplies and materials other than merchandise.

AMERIMAX FABRICATED PRODUCTS

Director

January 1999 - January 2010 (11 years 1 month)

Plano Texas

Director, Materials & Logistics 2004-2010

Promoted to position. Executive team member reporting to the President. Responsible for supply chain management and domestic/foreign sourcing of \$130.0M yearly in raw materials and inventory, including steel, aluminum, fiberglass, lumber, and adhesives. Negotiates all major contracts for raw materials and MRO. Manages a team of 14 supply chain analysts across 18 manufacturing plants nationwide. Also oversees management of Amerimax company fleet of 65 semi-tractor trailers nationwide. Partners with sales team to develop and maintain accounts.

Championed new foreign sourcing strategy - negotiating 15 international purchase contracts representing 20% of Amerimax materials purchases and 30%+ savings in landed costs.

Initiated ABC Analysis - reducing inventory from \$40.0M to \$11.0M and reducing days sales of inventory by 34% in the last 16 months. Improved annual inventory turn from 7 to 9.

Implemented Procuri reverse auction software - realizing 30%+ savings for metals, MRO and industrial goods.

Developed painted coil sales accounts - bringing in \$2.0M in monthly revenue and filling excess capacity.

Trained and developed staff - using sourcing/inventory control seminars and 2-day semi-annual conferences.

Precision Industries

Vice-President

April 1997 - December 1998 (1 year 9 months)

Recruited to position. Responsible for all Integrated Supply activities across 26 locations - encompassing 40,000 SKUs. Total P&L responsibility for Integrated Supply operations with \$3.0M in inventory and \$65.0M in annual revenue. Secured distributorship agreements with major suppliers. Prospected, negotiated, and closed outsourcing service contracts.

Opened a 100,000 s.f. warehouse distribution center within 3 months - hiring staff and overseeing the installation of an automated conveyor system, shelving, and RF bar code scanners

Brought 25 major new distributor relationships on board, including Kimberly-Clark and Bausch.

Supported the launch of supplier outsourcing services with revenues of \$8.0M in its first year. Opened additional outsourcing contracts for \$6.0M during tenure.

INVETECH CO. (formerly known as Detroit ball Bearings)

Purchasing Manager

January 1993 - April 1997 (4 years 4 months)

Greater Detroit Area

Leading distributor of industrial materials and supplies.; Responsible for corporate purchasing and materials management across 3 master distribution centers and 98 regional distribution branches nationwide. Managed a budget of \$250M and supervised a staff of 21 analysts. Tasked to turn around an underperforming, decentralized purchasing function.

Centralized sourcing for all purchasing functions - introducing price and performance controls.

Reduced obsolescence by \$7.0M and improved inventory turn.

Facilitated the merger of a \$14.0M company with 5 distribution centers into Invetech corporation - serving as project manager for transition functions, IT changeovers, and consolidation of purchase functions.

OGDEN INDUSTRIAL SERVICES

Purchasing & Administrative Manager

January 1992 - January 1993 (1 year 1 month)

On-site project manager responsible for procurement of all non-production goods and services required to finish and maintain Chrysler's all-new Technology Center, a 3,500,000 s.f. facility in Auburn Hills. P&L responsibility for all Human Resources, Finance & Accounting, Training, and MIS services related to the project. Supervised 40 staff members.

Set strategic sourcing direction for all MRO purchasing activities and central stores management.

Negotiated and employed all services, including facility engineering, landscaping, and building maintenance.

MICHIGAN NATIONAL CORP

Assistant Vice-President, Purchasing

January 1988 - January 1992 (4 years 1 month)

Farmington Michigan

Responsible for corporate-wide purchasing of MRO, custom print material, equipment, and computer hardware. Negotiated supplier contracts. Supervised as many as 5 analyst team members.

Introduced the first JIT program in the area for a banking operation.

Reduced the supplier base by 25%.

Education

Oakland University

BGS, General Studies · (1985 - 1989)

Macomb Community College

Associate's degree, Business, Management, Marketing, and Related Support Services

Contact

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

Top Skills

Strategic Sourcing

Spend Analysis

Program Management

Stacy Musho

Global Procurement | Leadership & Professional Development Lead
Mckinney, Texas

Experience

Deloitte

Senior Global Procurement Manager

November 2003 - Present

Dallas, TX

Stacy is the senior manager and leader for Leadership and Professional Development Procurement serving stakeholders that span over 26 countries. Regarded as a trusted advisor with a cross disciplinary focus, she is a proven leader with the ability to design and implement innovative procurement and supply chain management strategies that effectively support Talent solutions.

Committed to building meaningful relationships and leveraging a strengths-based methodology, she empowers and encourages her team to take an integrated approach as they support multiple, multi-million dollar global and regionally specific learning initiatives.

Prior to this role, Stacy has also served as a leader in real estate, talent acquisition, contingent labor and health and welfare procurement during her tenure at Deloitte.

A+ Consulting Inc.

Strategic Sourcing Management Consultant

May 2002 - November 2003 (1 year 7 months)

Rochester, NY

Selected to assist in the establishment of an innovative, start-up staffing and consulting company. Within eight months of its launch, the company had developed into a \$1M consulting firm.

Analysts International Corporation (AIC)

NY/NJ District Lead Recruiter/Staff Manager

January 2000 - May 2002 (2 years 5 months)

Rochester, New York

Selected to lead, mentor and manage senior recruiters across a geographical territory which included offices in Manhattan, NJ, CT and Rochester, NY for the solutions based IT staffing and consulting firm.

Education

Rochester Institute of Technology

Masters, Information Technology · (1999 - 2000)

Rochester Institute of Technology

Bachelor of Science (B.S.), Criminal Justice/Pre-Law · (1993 - 1997)

Contact

www.linkedin.com/in/sergio-de-oliveira-1a7a353 (LinkedIn)

Top Skills

Purchasing

Customer Service

SAP

Sergio De Oliveira

Supply Chain Purchasing Manager
Dallas/Fort Worth Area

Experience

Expert Global Solutions
Manager, Procurement Systems
August 2013 - Present
plano, texas

Maintain and facilitate the administration of RFx processes contract proposals and executed contracts through collaborating with Corporate Legal, and Executive teams and Staff.

- Review proposed contract terms and conditions in conjunction with company's Legal to determine any necessary revisions or alterations to ensure compliance with all applicable company's, Client, Federal, State, and Local requirements and regulations.
- Directly negotiate purchase contracts and agreements with vendors for Price and Terms favorable to Company.
- Implementation of an ERP Purchasing system and associated policies, processes and methods.
- Work with Operations, Corporate Legal, Human Resources, Finance, Payroll, Accounting, and Information Technology departments to gather the contractually required information and ensure all requirements included in the contract.
- Advise Shared Service Groups, Sales and/or Operations Management on business approval requirements for contracts and any non-standard terms resulting from revisions.
- Responsible for the creation, tracking, and maintaining of contract files and associated correspondences.
- Responsible for standardizing procurement/MM relevant SAP master data and assuring accurate, timely updates occur so as not to negatively impact the business.
- Participate in different systems and process validation testing during all phases of project development and implementation.

Nordex USA
Production Planning and Control Analyst
July 2012 - August 2013 (1 year 2 months)
Jonesboro, Arkansas Area

- Plan short and long term production capacity
- Ensure all system settings in SAP production module (PP) are setup correct
- Work closely with sales, production, project, purchasing, and logistics departments for production optimization
- Release production orders for continuum materials flow in to production cells
- Provide reports to upper management for decision making

Nordex USA

Materials Manager

December 2010 - June 2012 (1 year 7 months)

- Responsible for all materials purchased overseas which covers more than 80% cost-wise of produced goods
- Work closely with freight forwarders giving support on harmonized tariff codes and expedited shipments
- Ensure MRP is setup properly and cross train other people in SAP materials management module (MM) .
- Provide complex Excel reports to upper management for decision making.

Karcher North America

Purchasing Manager

September 2007 - September 2010 (3 years 1 month)

Responsible for managing purchasing department with four buyers.

Managed all purchased materials sold through Springdale distribution center which carried approximately 15,000 active SKUs with inventory average \$11M.

- Develop tools via MS Excel to analyze material availability, inventory turns and order fulfillment rates to help both buyers and sales team to have a clear visibility on day-to-day activities.
- Evaluate supplier's performance and reliability (reduce number of suppliers by 10%).
- Negotiate schedule agreement with vendors (20% price reduction).
- Analyze sales history, assist sales on planning promotions (help sales executives to determine the nature of the sales, region of sales and type of products).
- Reduce risk of inventory obsolescence (ordering with more frequency and increase inventory turns).
- Successfully achieve inventory availability targets and consistently surpassed company-set performance metrics.
- Worked as key user in SAP implementation.

- Manage departmental budget, train direct report team to work with minimum supervision and review team's performance monthly to set targets.

Karcher North America

6 years 8 months

Senior Buyer

July 2004 - August 2007 (3 years 2 months)

Effectively purchased all company's products brand Karcher from overseas and worked closely with sales executives to meet demand and successfully implemented methods to identify possible inventory shortages using seasonality and trend methods of forecast models.

- Work with Customs brokers to decide the correct harmonized tariff of each imported product.
- Decide whether or not a product has to be air freighted in.
- Work closely with vendors to ensure material arriv on time.
- Negotiate prices and contract agreements with vendors with 7% to 10% price reduction.

Supply Chain Manager

October 2002 - June 2004 (1 year 9 months)

Managed warehouse operations and distribution of finished goods to customers, retailers distribution centers.

- Optimize and reduce inventory of finished goods by 30% through better demand planning and inventory control procedures.
- Implement warehouse operations and distribution improvements and cost-reduction measurements to reduce distribution costs by 25%.
- Coordinate product re-manufacturing operation to improve efficiencies.
- Manage departmental budget.
- Train direct report team to work with minimum supervision.
- Develop SOP for importing goods and record keeping.
- Successfully achieved great results by working with US Customs agents for imported goods that were misclassified and had no country of origin marking.

Production Scheduler and Inventory Control Manager

January 2001 - September 2002 (1 year 9 months)

Purchased all machines from overseas and schedule production of machines produced in the US.

- Schedule production according to sales requirements. Being the link between sales and production manufacturing.
- Manage inventory level of product manufactured and purchased from overseas.
- Purchase all non-manufactured machines sold in the US.
- Responsible for preparing reports/metrics showing stock levels, stock development and creating forecast based on history and inputs from sales team.
- Create physical inventory procedures to facilitate the physical inventory count and analysis of both internal and third party managed warehouses.

Karcher Brazil

9 years 2 months

Import/Export Coordinator

1996 - 2000 (5 years)

Managed import and export department.

- In charge of sales and account maintenance of all American countries (except Brazil) and Germany of products manufactured by Karcher Brazil.
- Maintained a good relationship with customers.
- For a period of two years coordinated international purchasing dept and logistics, traveling to foreign countries negotiating prices, lead-times and quality with vendors and negotiating freight rates with freight forwards as well as working closely with government agencies to import tools/molds for the expansion of production site.

Accounts Payable Administrator

November 1991 - December 1995 (4 years 2 months)

- Responsible to pay all invoices in time (unique challenge due to the economical situation at the time with hyper inflation over 90% a month)
- Created ways to facilitate the payment procedures by using software available that time

Education

Pontifícia Universidade Católica de Campinas

Undergrad, Business Management · (1998 - 2000)

University of Arkansas at Fayetteville

Undergrad, Transportation/Logistics · (2009)

Contact

www.linkedin.com/in/sheri-hall-07931aa (LinkedIn)

Top Skills

RFP

Contract Management

Outlook

Sheri Hall

Procurement Senior Contract Manager at Sabre
Dallas/Fort Worth Area

Experience

Sabre Corporation

Procurement Senior Contract Manager

May 2014 - Present

Southlake, TX

UnitedLex Corporation

Contract Analyst

May 2012 - January 2014 (1 year 9 months)

Prepare, analyze and review high volume and diverse range of agreements, contracts, schedules and exhibits, correspondence, certifications and other legal documents including but not limited to Request for Proposal responses, Statements of Work, Non-Disclosure Agreements, and Amendments.

Assist with the maintenance and improvement of legal forms, documents, contract databases, etc.; catalog, track and maintain documents and information for reporting and data management purposes and for tracking contractual obligations.

Resolve routine issues such as amendments and renewals and consult with attorneys when complex legal questions arise that require attorney input.

Administer processes to: (i) ensure consistent use of best practice terms and conditions; (ii) ensure proposed changes receive appropriate review and approval; (iii) encourage use of standard legal forms; (iv) standardize approval, execution and archiving processes; and (v) track and report all key deadlines.

Utilize SharePoint and other software applications.

Assist with maintenance of the department's contracts management software including the population of contract details and the scanning and uploading of relevant contract information.

Review of contracts for deviations to standard language.

Data and process integrity in contracts database.

Terremark

Contract Analyst

August 2008 - May 2012 (3 years 10 months)

Terremark Worldwide

Review and assign all requests that are sent to Contracts Support from employees at Terremark. Supervised and trained the Contract Coordinates on all tasks assigned to them and answered all questions on how to handle the task assigned to them.

Accountabilities:

- o Research projects as requested by Vice President of Contract Management.
- o Assist with reviewing and execution of NDAs
- o Handle and prepare all requests for Reseller Agreements and Referral Partner Agreements.
- o Ensure that all NDAs and Customer information is inputted into contract data base.
- o Provide monthly analysis/reporting on request received and handled by the contract department.
- o Input contract data into Selectica – contract management system.

Contract Specialist

Reviewed, drafted and negotiated various standard and nonstandard contracts, licenses and professional proposals consulting with cross-functional teams to secure terms and conditions compliant with law, supportive of company policy, focused on financial and legal risks.

Applied knowledge of contract development and negotiation to protect business interests, advised management of contractual rights and obligations, and provided interpretation of terms and conditions.

Prepared and presented final executive signature packages with legal and operational issues succinctly summarized.

Education

The University of Texas at Arlington

Bachelor of Business Administration (BBA), Management · (2001 - 2003)

Contact

www.linkedin.com/in/olga-sanford-3012531 (LinkedIn)

Top Skills

Product Development

Food Science

Food Processing

Olga Sanford

Global Procurement Sr. Manager, IT Services
Plano, Texas

Experience

PepsiCo

Global Procurement Sr Manager,
February 2019 - Present

PepsiCo

Global Procurement Manager, Seasoning and Ingredients
January 2016 - January 2019 (3 years 1 month)
Plano, TX

PepsiCo

Commodities Manager
August 2012 - December 2015 (3 years 5 months)

Frito Lay

Project Engineer, R&D
September 2007 - August 2012 (5 years)
Product development, snack foods

Riviana Foods Inc.

Process Development Technologist
November 2000 - September 2007 (6 years 11 months)

Education

The Johns Hopkins University
MS, Biotechnology · (2005 - 2008)

Contact

www.linkedin.com/in/al-viti-c-p-m-a2949b3 (LinkedIn)

Top Skills

VMware
Brocade
Negotiation

Certifications

Certified Purchasing Manager

Al Viti, C.P.M.

Senior Manager, Purchasing - Hardware and Software Team
Richardson, Texas

Summary

Certified Purchasing Manager (C.P.M.) from the Institute of Supply Management (ISM).

Over 20 years of corporate experience in both Finance and Procurement. Over the past 12 years, my primary focus has been managing the Procurement Departments at both Retalix USA and now back at Fujitsu America Inc.

As a Procurement Manager, my goal is to ensure product and services are purchased with the highest discounts available as well as products ship in a timely manner. At Retalix, most of the purchases are for 3rd Party products where cost and availability drive their revenue and profits. My role in procurement was a key factor in revenue forecasting and revenue recognition.

In addition to Procurement, I bring knowledge in Accounting and Finance. At Fujitsu I held positions of Accountant, Accounting Manager and Finance Manager. In these positions, I was heavily involved in the accounting for month end closes, annual Budgets and monthly Forecasts.

I am a working manager, involved in the daily activity and take pride in the work my group and I produce.

Experience

Fujitsu America
Procurement Manager
April 2017 - Present
Richardson, Tx

Procurement Manager for the Hardware and Software team at Fujitsu America Inc. Manage the Sourcing Specialist responsible for all 3rd Party Hardware and Software for both the United States and Canada, for Internal Use, within

our Data Centers or to be sold to compliment our Fujitsu products. My key suppliers include IBM, NetApp, HP & Quantum. As a team, our main suppliers are Cisco, Microsoft, VMWare, Oracle, Brocade and many more....

Fujitsu America
Senior Sourcing Specialist - Mainframe
September 2015 - Present
Richardson, Texas

Responsible for all procurement of IBM Mainframe Hardware and Software for our 5 Data Centers throughout the US and Canada. I also procure all ISV software related to Mainframes (CA, BMC, Compuware, SAS, etc...). Negotiate annual maintenance renewals while relentlessly aiming for aggressive cost savings or avoidances.

Other products I procure are: Cisco Network Products & Cisco SmartNet Maintenance as well as all IBM Distributed hardware and software.

Retail, a Division of NCR
Procurement and Accounts Payable Manager
June 2012 - September 2015 (3 years 4 months)
Plano, Tx

At Retail, I am responsible for all 3rd Party Hardware and Software procurement. This includes working with suppliers to ensure Retail is paying the lowest cost and ensuring the product "Dropships" in a timely manner so Retail can recognize revenue against these orders. My orders are responsible for over \$5 million dollars of hardware revenue per quarter. I am also responsible for "Internal" procurement needs. This includes all non revenue related requirements for all US Offices and employees. My team and I prepare weekly Revenue Fcasts based on what we know will be shipping each month.

I am also responsible for Retail Accounts Payable. Since procurement and payables go hand and hand, I basically have Sourcing to Payment. For Accounts Payable, I review weekly payment batches, Initiate wires and handle any payment escalations as required. Both monthly and quarterly cash forecasts are reported, as well as many Ad-Hoc supplier payment reports.

Fujitsu America Inc
Purchasing Manager
April 2010 - June 2012 (2 years 3 months)

Responsible for 3rd Party procurement for customer orders that are required with our Fujitsu offerings. Also responsible for Data Center hardware and software purchases. Negotiate contracts, negotiate costs and work with both supplier and Fujitsu sales to ensure best deal is made. Currently manager a team of 4 buyers (2 in Dallas, 1 in Kansas City and 1 in Sunnyvale)

Fujitsu America Inc

Senior Buyer

January 1990 - June 2012 (22 years 6 months)

Fujitsu America Inc

20 years 3 months

Purchasing Manager

April 2009 - March 2010 (1 year)

Non-Product MRO Purchasing for Fujitsu America Inc USA operations. Negotiate contracts, heavily involved in Oracle implementation of iProcurement and Purchasing Module. Deal with suppliers daily, process PO's and assist in iProcurement training/problem solving.

Uscan Senior Finance Manager and Purchasing Manager

2000 - April 2009 (9 years 4 months)

Manage the Self Checkout Product Line Annual Budgets, Monthly Forecasts and month end financial close.

Responsible for all Non-Product Purchases for North America operations. Work with vendors, negotiate contracts and continue relationship with vendors.

Senior Finance Manager

1990 - 2000 (11 years)

Responsible for Month End Close, Monthly and Annual Budget/Forecast preparation, Balance Sheet Reconciliations, Revenue Recognition and many Ad Hoc Reporting.

Started with ICL/Fujitsu as a Financial Analyst and worked my way to Senior Finance Manager....

Education

State University of New York Empire State College

Completing Bachelor Degree, Accounting/Business · (2005 - 2010)

Utica School of Commerce

Associate, Accounting/Business Mgmt · (1985 - 1987)

Contact

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

Top Skills

Supply Chain Management
Supply Chain
Logistics

Languages

English
Spanish
Portuguese (Native or Bilingual)

Fabrizio Cantagallo

Global Procurement Director
Plano, Texas

Summary

Experienced Procurement Director with a demonstrated history of working in the food & beverages industry. Skilled in Negotiation, Commodity Risk Management, Business Planning, International Business, and Strategic Sourcing. Strong purchasing professional experience in more than 30 countries sourcing natural raw materials and agro processed commodities. Strong experience in leading multi-cultural teams with huge diversity of people from different levels and cultures.

Fluent in English, intermediate in Spanish and native in Portuguese.

Experience

PepsiCo

Global Procurement Director, Potato Supply and Finance
January 2019 - Present
Dallas/Fort Worth Area

PepsiCo

7 years 9 months

Sr. Manager Global Procurement, Fruit and Vegetable
February 2013 - Present

Procurement Manager

October 2011 - January 2013 (1 year 4 months)

Archer Daniels Midland Company (ADM)

5 years 2 months

Project Coordinator, Palm Oil

January 2011 - October 2011 (10 months)

Belém Area, Brazil

- Responsible for structuring locally the entire Palm oil Agribusiness Project in Pará state (North of Brazil) being the first ADM resource to start the operation locally.

- Led locally the project targeting to cover 12M hectares in locations already opened (zero deforestation), and including smallholders and commercial partnerships with local farmers. Also responsible for creating the team structure, hiring, training and managing the Palm oil Agro team with 4 Agronomists and 10 Field Technicians.
- Established strategic alliances with different players from private companies in Brazil, Malaysia, Thailand and Singapore and Brazilian public / research entities.
- Designed different strategies to source raw material from existed suppliers and financially support palm trees farming initiatives for small stakeholders who were acting as a long term supply players.

Sales Coordinator for Domestic Market (Soybean meal and soybean oil)
September 2006 - December 2010 (4 years 4 months)

São Paulo Area, Brazil

- Country Sales Coordinator for Soybean meal and oil, being responsible for coordinating 1,2 MM of metric tons sales per year for both commodities which represents more than US\$ 600 MM sales from 5 soybean plants in Brazil.
- Responsible for coordinating a team with ten people being involved in different activities within commercialization (processing, expedition, logistic, commodities pricing, legal, risk and market analysis);
- Managed negotiations with the main Brazilian food industries and Soybean meal customers, such as; Sadia, Perdigão, Seara and Marfrig. Also with small clients all over Brazil. Creating long term contracts and operating in the spot market.
- Started career in ADM as a corporate trainee.

Raven Industries

Agronomist, Precision in Agriculture

January 2006 - August 2006 (8 months)

- Business project and marketing development of electronic equipment geared to the practice of precision agriculture (citrus, grain and sugar cane).
- Developed commercial and research activities in all agriculture regions in Brazil establishing AGRO business strategies to support equipment sales.
- Established strategic partnership with players from different areas.

Education

Escola Superior de Agricultura "Luiz de Queiroz"

Bachelor's Degree, Agronomic Engineer · (2001 - 2006)

Fundação Getúlio Vargas

Master of Business Administration (M.B.A.), Strategic Management in
Agribusiness · (2010 - 2012)

Sandrigham High School - Johannesburg, South Africa.

Rotary Youth Exchange Program

High School · (1998 - 1998)

Contact

www.linkedin.com/in/james-brown-1b139b (LinkedIn)

Top Skills

Procurement

Supply Management

Supply Chain Management

James Brown

Procurement Manager at Thyssenkrupp Airport Systems
Haslet, Texas

Summary

Innovative, success-driven professional with 25 plus years of strategic sourcing and development, inventory management, tactical supply chain management, and personnel management experience. Strong background in business analysis, investment buying, inventory asset management and logistics. Solid track record of consistently meeting and exceeding organizational goals and objectives.

- 2016 Savings goal met at \$1.1 Million
- Project support with Outsourced production needs
- Developed Vendor relations support project needs and cost reductions

Experience

ThyssenKrupp Airport Systems Inc.
Procurement Manager
December 2018 - Present
Fort Worth, Texas

Thyssenkrupp Airport Systems Inc.
Strategic Buyer
March 2018 - December 2018 (10 months)
Dallas/Fort Worth Area

Responsible for the Electrical Assemblies sourcing, Cable Assemblies sourcing. Developed, administered and maintained long-term purchasing agreements to support operations. Key User for Procurement in the SAP implementation. Established supplier selection criteria based on cross functional team needs and total cost of ownership. Executed commodity strategies through the development of the supply base in the areas of supplier performance, capability development and processes.

West Bend Container INC
Sales Manager

June 2017 - September 2017 (4 months)

Fort Worth, Texas

Responsible for the direct interface between new and existing customers and manufacturing. Handled RFQ's, Pricing, Purchase Orders, On Time Deliveries and Quality Issues. Assisted with customer and manufacturing design requests

Spectrum Brands - Global Auto Care

Procurement Manager - Global Procurement

September 2014 - June 2017 (2 years 10 months)

Responsible for the sourcing of the Wipes Category for the Armor All product line, annual spend of \$35 million. Established and maintained long term purchasing agreements to support production. Managed relationships with seven Co-Packers, primary point person on all contract manufacturing activities related to quality, production capacity, assembly, component material delivery and transportation. Commodities sourced are Canisters, Substrates, Closures, Formula Blends, PAG Oils and Fragrances with annual spend of \$78 Million. Generated \$1.1 million in savings.

Siemens

Commodity Manager

March 2009 - September 2014 (5 years 7 months)

Responsible for the Cable Assemblies, Electrical Assemblies sourcing - including Controls Engineering components for material handling equipment, Pneumatics and Plastics. Pooling Team Lead for Cable Assemblies and member of the Plastics team. Developed, administered and maintained long-term purchasing agreements to support operations. Established supplier selection criteria based on cross functional team needs and total cost of ownership considering the areas of price, delivery and quality. Executed commodity strategies through the development of the supply base in the areas of supplier performance, capability development and processes..

Nokia

Material Availability Specialist

April 2005 - 2009 (4 years 9 months)

Responsible for connectors and shields global sourcing with a main focus on Manaus, BR and Reynosa, MX. Ensured cost efficient and continuous flow of materials from global suppliers, mainly in China and Japan. Performed monitoring and analyses of suppliers' performance. Acted as Team Leader for Connectors., handling the responsibility of balancing the global supply to all

factories during allocation time-frames. Performed day-to-day activities to meet departmental/project objectives, with independent and discretion in routine matters. Identified regional material risk and took actions to limit production constraints.

GameStop

Buyer

November 2004 - February 2005 (4 months)

Managed the Used Games Merchandising supply and demand based pricing to maximize revenue and margin and to control the in/out flow of trade-in product per the business needs. Determine appropriate retail and trade-in prices based on product supply and demand. Research competitors' pricing and promotions and make pricing decisions to appropriately compete in the marketplace. Manage category/SKU level inventory levels to company and department goals. Coordinate communication between with New and Used Merchandising as it relates to upcoming markdowns that impact Used Game pricing.

Achievements – Introduced new marketing campaign Start Trading, Stop Renting

BeautiControl

Buyer

July 2004 - November 2004 (5 months)

Responsible for the buying of raw materials for daily production orders. Analyzed the forecast to ensure proper stock level, increasing inventory turns. Worked closely with Quality Control to ensure material quality and timely release for product. Handled production scheduler's request for product and sourcing of new items as required. Tracked vendors to ensure on time deliveries. Responded to QA requests for product testing and analysis.

Chef Solutions

Purchasing Agent

May 2004 - July 2004 (3 months)

Responsible for the buying of raw materials for daily production orders. Analyzed the forecast of fresh produce to ensure proper stock level, increasing inventory turns, while decreasing spoilage. Identified excess inventory and worked with production plants on material transfer. Worked closely with vendors to ensure on time deliveries. Sourced items as required. Responded to QA requests for product testing and analysis.

Fleming Foods

Purchasing Manager

August 2000 - September 2003 (3 years 2 months)

Handled the supply chain and operations responsibilities for four distribution centers, with estimated sales of \$6 billion in consumer product goods.

Analyzed multi-site Profit and Loss statements. Negotiated product pricing and rebate programs to increase profit margins. Communicated with divisions#

Presidents to establish control points on a weekly basis to maintain division consistency on company policies and procedures. Reviewed and corrected the weekly sales forecasting for grocery, frozen and dairy products to ensure proper replenishment buying. Liaison between the divisions and Customer

Support Center - handled the inventory control, advertising, freight and distribution issues. Manage a staff of thirteen buyers and supply specialists.

Achievements # Exceeded and maintained distribution centers inventory goals, which lowered excess inventory by \$52M. Improved dairy spoilage to exceed the estimates on the P&L.

McLane Food Service

Supply Chain Analysis

March 1999 - August 2000 (1 year 6 months)

Responsible for the buying of consumer product goods for two distribution centers, which fulfilled the supply needs for Pizza Hut, KFC and Taco Bell.

Monitored flow of inventory from suppliers to divisions. Analyzed demand forecasting reports, handling the necessary changes to the forecasting.

Maximized days in inventory levels. Managed and coordinated all vendors and carriers activities. Coordinated inter-divisional supply transfers. Held a service level of 99.5%.

ACFS

Procurement Manager

March 1996 - March 1999 (3 years 1 month)

Analyzed and forecasted the procurement of office coffee, vending and beverage products. Developed and maintained an annual budget of \$6M.

Acted as primary buyer, responsible for sourcing products, cost negotiations and performance monitoring. Analyzed supply and demand market trends with focus on sales growth and cost reduction. Handled the procurement for catering needs. Scheduled and coordinated the quarterly inventory tasks and established cycle counts. Managed distribution center and receiving staff.

Responsible for the facility maintenance, safety adherence and equipment maintenance. Established and maintained all broker relations.

Achievements # Streamlined inventory replenishment process to maximize product rebates. Developed and implemented strategies to increase inventory accountability

US Marine Corps

Procurement Manager

September 1985 - December 1995 (10 years 4 months)

Responsible for the preparation and administration of the Battalion's budget. Developed and implemented tracking process for fiscal spending. Evaluated midyear review adjustments. Managed all open market purchasing and contracting under FAR regulations. Managed the Logistics staff.

Education

DeVry University

BA, Project Management · (May 2004 - June 2005)

US Marine Corps

Purchasing · (January 1992 - June 1992)

US Army Logistics Management College

Contracting · (March 1990 - August 1990)

US Marine Corps

Automated Inventory Supply · (January 1986 - May 1986)

Contact

www.linkedin.com/in/mark-rodgers-7316152 (LinkedIn)

Top Skills

Contract Negotiation
Contract Management
Vendor Management

Languages

English

Certifications

Certified Purchasing Manager
C.P.M.

Mark Rodgers

Procurement Manager at Southcross Energy Partners, L.P.
Chico, Texas

Summary

Certified Purchasing Manager with extensive experience in Oil/Gas and manufacturing. Strong interpersonal skills with expertise in negotiation. Reputation for researching and applying current market trends to maximize cost savings.

Experience

Southcross Energy Partners, L.P.
Procurement Manager
February 2019 - Present
Dallas, Tx

Responsible for directing the overall purchasing function.

- Oversee the purchasing of services and supplies necessary for operation .
- Provide guidance to maintain communications between purchasing and engineering.
- Evaluates price trends, new products and manufacturing process.
- Approves and qualifies vendors and authorize purchase orders.
- Monitors the cost, schedule and performance factors of major subcontractors.
- Researches and develops sources of supply. See less

Synovos

Site Manager II
October 2018 - February 2019 (5 months)
Iowa Park, Tx

- Oversee procurement of the indirect material inventory.
- Manage and report on daily operations of the storeroom.
- Manage MRO logistics.
- Monitor inventory levels.
- Receive material through parts storage and distribution.
- Establish site specific operational goals.
- Establish and build client relationships.
- Manage and train employees on all aspects of the job.
- Work with senior management to define and implement strategic and tactical plans.

GHA Barnett

Procurement Manager

June 2017 - August 2018 (1 year 3 months)

Fort Worth, Tx

- Implement, Develop and Monitor Procurement Process, Policy & Procedures.
- Issue RFQ's and RFP's for Drilling and Production products and services.
- Vendor and Market evaluation.
- Workflows and Ongoing Vendor Management for Master Service Agreements.
- Vendor Tracking.
- Ensure a fair and honest bidding process.
- Communicate with all personnel from CEO to field personnel.
- Project Manager for new Procure to Pay Software.

Southcross Energy Partners, L.P.

Procurement Manager

July 2013 - May 2017 (3 years 11 months)

Dallas, Tx

- Responsible for directing the overall purchasing function.
- Oversee the purchasing of services and supplies necessary for operation .
- Provide guidance to maintain communications between purchasing and engineering.
- Evaluates price trends, new products and manufacturing process.
- Approves and qualifies vendors and authorize purchase orders.
- Monitors the cost, schedule and performance factors of major subcontractors.
- Researches and develops sources of supply.

Wedge Energy International

Supply Chain Manager/Asset Manager

July 2011 - July 2013 (2 years 1 month)

Joshua TX Kilgore TX

- Purchase all Rental Products for Kilgore location. (Drill Pipe, Down Hole Tools, etc.)
- Maintain inventory control accuracy. Maintain records of in process order activities.
- Coordinate shipping through customers and marketing correspondence.
- Expedite equipment as necessary to fulfill customer demands.

- Enlighten operations manager and inventory control personnel of daily events.
- Provide direction to shop operations and transportation personnel
- Manage all projects for designated customers
- Notify QA personnel on Status of repaired or modified equipment.
- Ensure quality and integrity of all analysis/recommendations.
- Build and maintain new and existing vendor relations.
- Provide support in development, distribution, analysis and presentation of bids and RFP's.
- Evaluate potential new vendors and their ability to supply materials.
- Provide support in the preparation and review of vendor contracts.
- Conduct market research from both internal/external sources in order to identify products, services and suppliers for business needs.
- Mentor and assist in the development of less experienced staff.

Fort Worth ISD

Purchasing Manager II

October 2008 - July 2011 (2 years 10 months)

Fort Worth, Texas

- Manage daily operations; ensuring bids and purchase orders were policy compliant
- Supervise professionals and clerical/administrative personnel in purchasing department.
- Plan and direct the development and implementation of short and long range goals and objectives.
- Communicate and train user departments and campuses on purchasing guidelines and processes.
- Build and maintain vendor relations; evaluate quality of goods and services and vendor performance.

Lockheed Martin Aeronautics

Procurement Representative

March 2007 - October 2008 (1 year 8 months)

Fort Worth, TX

- Sourced and purchased machinery, equipment, tools, raw materials, packaging materials, parts, services, and/or supplies necessary for operation of the organization.
- Compiled and analyzed statistical data to determine feasibility of buying products and to establish price objectives. Compiled information to keep informed on price trends and manufacturing.

- Compiled information to keep informed on price trends and manufacturing processes.

Education

Northeastern State University

Bachelor of Business Administration (BBA), Business Administration and Management, General · (1990 - 1991)

Casper College

Associates Petroleum Technology, Petroleum Technology/
Technician · (1986 - 1988)

Contact

www.linkedin.com/in/navin-rana-b22aa5b (LinkedIn)

Top Skills

Strategic Sourcing
Contract Management
PowerPoint

Languages

English (Native or Bilingual)
French (Limited Working)

Navin Rana

Senior Global Procurement Manager
Plano, Texas

Summary

Experienced Sourcing professional who strives to help stakeholders solve their business problems in a low-risk, cost-effective manner.

Experience

PepsiCo

1 year 9 months

Senior Global Procurement Manager

August 2018 - Present

Plano, Texas

Global Procurement Manager

October 2017 - August 2018 (11 months)

Plano, Texas

Ericsson

Sourcing Manager

April 2012 - October 2017 (5 years 7 months)

Plano

- Category Management with primary responsibility for IT Software supplier categories
- Negotiation and execution of complex supplier purchase and service agreements for both internal and customer projects
- Strategic planning to develop commodity/product area supplier strategies
- Focus on strategic initiatives to drive cost savings, supplier diversity, and utilization of e-Sourcing tools
- Manage and train new employees and interns – basic Sourcing responsibilities, negotiation tactics, and internal processes

Ericsson

Strategic Sourcing Specialist

June 2008 - April 2012 (3 years 11 months)

Plano, TX

- Negotiation of various types of supplier agreements– including purchase of HW, SW, Services, lab trials, and teaming
- Drive RFx activities and e-Auctions to deliver cost savings and strategic supplier selection
- Implement supplier governance best practices; plan and organize periodic supplier review meetings (i.e. QBR's)
- Evaluate potential suppliers for new agreements, and existing suppliers for agreement renewals
- Analysis of existing supplier spend data to identify opportunities for cost savings– extensive use of SAP and MS Excel

University of Texas at Dallas

Teaching Assistant - Marketing

August 2007 - May 2008 (10 months)

- Prepare instruction materials for Brand Management course: PowerPoint lectures, notes, and test questions
- Record and produce professor's audio lectures using Camtasia media software and advanced recording equipment
- Grade student work and compile final grades

Countrywide Home Loans

Underwriter

May 2007 - August 2007 (4 months)

- Final decision-making responsibility - approve or return home loans based on specific criteria
- Analyze and validate borrower information (i.e. income, credit, etc.) for home loan appraisal evaluations
- Cross-functional interaction with loan specialists, sales personnel and unit managers as part of loan approval process

Squires Sports Marketing

Project Assistant (Intern)

June 2006 - August 2006 (3 months)

- Market research for new and potential projects and assist to create and edit proposals for new business (i.e. RFP's)
- Organized logistics for marketing events, including Dean Karnazes' Endurance 50 Ultramarathon

IKEA

Customer Service Representative (Part-Time)

June 2005 - September 2005 (4 months)

- Customer assistance with products and store navigation
- Building furniture for showroom displays leading up to store grand opening in August, 2005

Albertsons

Produce Clerk (Part Time)

June 2004 - June 2005 (1 year 1 month)

Education

Naveen Jindal School of Management, UT Dallas

Master of Science, Supply Chain Management · (2009 - 2009)

Naveen Jindal School of Management, UT Dallas

MBA, Supply Chain Management, Marketing · (2007 - 2008)

The University of Texas at Dallas

B.S., Biology, Business Administration · (2003 - 2007)

Contact

www.linkedin.com/in/jane-wear-502016a (LinkedIn)

Top Skills

Procurement
Purchasing
Negotiation

Certifications

Teaching Certification

Jane Wear

Procurement Manager at Authentix
Dallas/Fort Worth Area

Experience

Authentix
Procurement Manager
May 2014 - Present
Addison

AEG Power Solutions
Sr. Buyer
October 2013 - January 2014 (4 months)
Plano, TX

Novatel Wireless
Supply Chain Manager
January 2011 - October 2013 (2 years 10 months)

Creation Technologies
Material Specialist
July 2010 - January 2011 (7 months)

TXP Corporation/lphotonix/Asymblix
Purchasing Manager
August 2002 - July 2010 (8 years)

Flextronics
Purchasing/Doc Control
1995 - 2000 (6 years)

Education

The University of Texas at Austin
Business, Business & Education

Contact

www.linkedin.com/in/louie-pietroforte-cpim-cscp-95baa75a
(LinkedIn)

Top Skills

Continuous Improvement
Kaizen
Process Improvement

Certifications

Lean / Six Sigma Green Belt
CSCP
CPIM

Louie Pietroforte, CPIM, CSCP

Procurement Manager at Borden Dairy Company
Dallas/Fort Worth Area

Experience

Borden Dairy Company
Procurement Manager
March 2017 - Present
Dallas/Fort Worth Area

Responsible for executing the SAP Ariba "Source to Pay" procurement initiative and developing strategies to manage indirect spend categories. Support cost saving initiatives, implement process improvement tactics, and improve supplier service.

Oil States Piper Valve
Supply Chain Manager / Materials Manager / Sr. Mfg. Planner
December 2013 - March 2017 (3 years 4 months)
Oklahoma City, Oklahoma Area

Supply Chain Professional wired for Continuous Improvement...

Responsible for Development, Implementation, and Management of the Oil States Piper Valve (OSPV) Supply Chain Strategies from Procurement of Materials and Services through Manufacturing Planning and Production Control as required supporting the overall OSPV business goals and objectives.

Circor Energy Products
3 years 10 months
Interim Supply Chain Manager
June 2013 - December 2013 (7 months)

Continuous Improvement Champion
September 2012 - December 2013 (1 year 4 months)

Sr. Buyer
March 2010 - September 2012 (2 years 7 months)

CIRCOR International, Inc.
5 years 4 months

Production Control Manager
August 2007 - March 2010 (2 years 8 months)

SIOP Manager
August 2006 - August 2007 (1 year 1 month)

Commodity Manager
December 2004 - August 2006 (1 year 9 months)

Unit Parts Company
Sr. Buyer
June 1996 - December 2004 (8 years 7 months)

Education

City College, Norman Ok
Accounting · (1994 - 1996)

Contact

www.linkedin.com/in/michael-smith-b6a90a29 (LinkedIn)

Top Skills

Inventory Management
Key Account Development
Account Management

Languages

English

Michael Smith

Strategic Sales and Marketing Consultant
Dallas/Fort Worth Area

Summary

Proven Sales Manager with 15 years of proven leadership in best of class Fortune 500 businesses, broad-line distributor and logistical company.

- Influential business consultant that has created strategic sales and marketing plans and successfully executed through consultative selling, trade management, P&L analysis, and the creation of value for the customer.
- Highly Driven, performance-focused leader with experience in managing best in class direct sales teams and the broker community that has consistently reached and exceeded sales and profit goals that positively impacted the company's bottom-line.
- Successful relationship building professional that has thrived in creating and maintaining sustainable relationships with key customers by delivering polished presentations and having a superb business acumen.

Experience

Valley Proteins, Inc.
National Accounts Procurement Manager
May 2016 - Present
Dallas Texas

Reporting to the Sales Director, responsible for prospecting for multi-unit accounts, creating and maintaining long-term relationships with existing customers through strategic consulting while securing company key results. Accountable for demonstrating the company's business model with integrity upon reproach.

Uline
Account Manager
March 2014 - May 2016 (2 years 3 months)
Dallas/Fort Worth Area

Reporting to the Director of Sales , responsible for creating, maintaining, and managing long-term relationships with customer base including many Fortune

500 companies to provide packaging solutions using Uline's entire portfolio to include shipping, janitorial, material handling, and facility maintenance supplies. Accountable for driving incremental sales throughout the territory. Developed strategic category-leadership initiatives by utilizing market insight tools and processes.

Campbell Soup Company

Business Development Manager

January 2011 - January 2014 (3 years 1 month)

Dallas, TX

Reporting to the Regional Business Manager, responsible for creating and managing long-term relationships with Fortune 500 companies to provide foodservice solutions using Campbell's entire portfolio to include Beverage, Soup, Simple Meals, Dry and Frozen lines. Accountable for driving incremental sales through 2 brokers across Texas, New Mexico, and Oklahoma.

- Successfully negotiated a 2 year contract with LSG Sky Chefs which secured an additional 3,000 cases of product yearly and added innovative solutions to the customer that increased their market share within the convenience store and mass merchant accounts by consultative selling and superior customer service.
- Transitioned Medical City Dallas to 8 new soup flavors and 4 different entrees which increased their sales by 18% and also allowed 7 new product slots within Sysco Dallas by utilizing market data and trend reports.

Southeastern Freightlines

Key Accounts Manager

March 2008 - January 2011 (2 years 11 months)

Jackson, MS

Reporting to the VP of Sales for the Central Region that included 10 states. Accountable for all transportation shipments within this region and lead the region in sales growth and additional services for 2008 and 2009. Promoted to Chairman's Club and pushed 2 accounts (Mcneely Plastics and Cooper Lighting) to National Account status.

- Cultivated strategic relationships with Tyson and Perdue food companies that created additional shipments for Southeastern through consultative sales, logistical expertise, and quality service. This business is valued at \$2.5 million over 3 years.
- Created and executed strategic imperatives for the region to increase service and profit margins.

- Organized sales team blitzes that capitalized on new shipment points, increased service times, and lower claim shipments.

Sysco International Food Group Inc.

Business Consultant

February 2006 - March 2008 (2 years 2 months)

Memphis, TN

Reporting to the Regional Sales Manager, responsible for sales and revenue growth of customers within the territory. Strategically managed the customer base by presenting quarterly business reviews, new product implementation, and market data to influence decision makers.

- Successfully grew the case sales and profit goals by 15% over a 2 year span by creating trendy menu combinations and implementing target goals for new item launches from the manufacturers.
- Launched a growth profit plan for Denny's that allowed 3 sku's to be initiated which resulted in a 22% sales growth and 24% profit growth for FY 2007.
- Significantly improved the relationship with Interstate BBQ which lead to gaining over 70% of their business by providing savvy business acumen and best in class customer service.

Education

Belhaven College

Bachelor of Business Administration (B.B.A.), Business, Management, Marketing, and Related Support Services · (2000 - 2004)

Belhaven University

Bachelor of Science (B.S.), Business, Management, Marketing, and Related Support Services · (1999 - 2003)

Contact

www.linkedin.com/in/stephanie-graves-718082b (LinkedIn)

Top Skills

Supply Chain
Strategic Sourcing
Six Sigma

Stephanie Graves

Procurement & Profitability Manager at Gexpro Services
Justin, Texas

Summary

Accomplished Inventory, Procurement and Profitability professional with 13 years of experience in various segments including aerospace & defense, wind energy, transportation and manufacturing. Ability to effectively manage the supply chain for multiple programs with varying stocking requirements, while mitigating inventory risk, keeping obsolete inventory to a minimum and ensuring profitability through cost improvement initiatives.

Experience

Gexpro Services
Procurement & Profitability Manager
February 2018 - Present
Irving, TX

Develop and implement procurement policies/procedures to align with business objectives and meet fulfillment and inventory goals to support VMI programs across multiple verticals including aerospace, transportation, renewables, industrial power and technology. Analyze forecast and historical trends to generate reorder points to best align with customer demands and keep inventory turns at a maximum.

Gexpro Services
11 years
Profitability Manager
December 2016 - Present
Irving, TX

Focused on gross margin enhancements through improved pricing management, reduced product costs, and increased supplier pricing usage/coordination. Develop and implement more efficient logistics models to increase customer service while lowering overall costs. Assist Branch Managers and Procurement Manager in efforts to drive improved inventory management through better profiling and intra-company utilization models.

Senior Inventory & Procurement Specialist

March 2015 - December 2016 (1 year 10 months)

Irving, TX

Supervised the development, training and job responsibilities of buyers and implemented processes to improve efficiency, customer fulfillment and mitigate obsolete inventory risk. Develop inventory management tools for procurement team to maximize turns and inventory efficiency.

S & I Procurement Specialist

July 2008 - March 2015 (6 years 9 months)

Irving, TX

Managed the supply chain for the business' most profitable customer.

Evaluated capable sources for the best value to satisfy customer requirements while negotiating price, delivery and other terms and conditions to ensure customer fulfillment.

Delta Steel Technologies (Delta Brands Inc.)

Purchasing Mgr.

June 2005 - July 2008 (3 years 2 months)

Education

UT Permian Basin

Business Administration and Management, General · (2019)

Contact

www.linkedin.com/in/roberto-melendez-78656a25 (LinkedIn)
www.rim.com (Company)
www.blackberry.com (Company)

Top Skills

Field Service
Customer Service
Supplier Management

Languages

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

Roberto Melendez

Senior Manager, Procurement and Supplier Management at Asurion Insurance Services Inc.
Dallas/Fort Worth Area

Summary

A dynamic and results driven Leader with extensive experience in diverse industries. Strong background in planning, developing and implementing improved business and technical processes in any business setting. Ability to interact and establish rapport and relationships among diverse groups, business partners and customers ranging from customer service, forward and reverse logistics to engineering and technical support. Exceptional leadership skills in matrix and flat organizations with expertise in: Reverse Logistics, Supply Chain, Customer and Supplier Relationships Management, Strategic Planning and Execution, Business Processes and Development, Technical / Engineering Processes and Support, Service Engineering, Management of Cross Functional Organizations, Asset and Resource Planning,

Experience

Asurion

Senior Manager, Procurement and Vendor Management
April 2017 - Present
Dallas, TX

Primarily responsible for influencing cross-functional teams plus developing suppliers to define and implement the sourcing and supplier management strategy for Asurion. Responsible for Best-in Class performance of key strategic Suppliers engaged in Same Unit Repair and Re manufacturing of handheld devices for Advance Exchange Programs of Apple and Android platforms.

Re-Teck LLC

Director, Test, Screening and Repair Services
December 2015 - July 2016 (8 months)
Grand Prairie, Texas

Responsible for providing general direction, leadership and coaching to regional Reverse Supply Chain Management group on recycled electronics for disposition to return into supply chain system or properly disposal as recycled materials. Accountable for Test, Screening, Repair and parts harvesting of computing and mobile devices. Moreover, responsible for all secure data wipe on consigned customer devices. Drove all reverse logistics processes to extend the life cycle of products returned into the supply chain system.

BlackBerry Corp.

10 years 9 months

Head of Repair Operations / Director, Field Service Operations - BlackBerry Care, Americas Region

February 2012 - September 2015 (3 years 8 months)

Irving, Texas

Responsible for Handheld Repair Operations in the Americas' Region. Provided leadership, direction and guidance to internal BlackBerry Teams and Outsourced Repair Vendors providing front end and back end repairs that also includes swap inventory builds and special projects. Overall responsible for driving compliance of all Key Performance Indicators (KPIs) relevant to Repair Operations and Cost Savings Initiatives. Moreover, accountable for key Global Initiatives leading to Cost Savings and Service Optimization.

Senior Service Manager - Customer Operations, Americas - Research in Motion Corp. (BlackBerry)

2005 - 2012 (8 years)

Irving, Texas

Responsible for all aspects related to Customer Operations for 75% of the Latin America Region and a major US Carrier. Key contributor in the development of the regional repair network footprint and initiatives leading to bringing quality and timely service closer to the Customers and fully compliant with contractual obligations. Primary contributor in enhancing Customer experience throughout the region.

Kyocera Wireless Corp.

Senior Manager, Field Engineering Support

2004 - 2005 (2 years)

Service Engineering Support and Development to Depot Level Repair Facilities in the US and Latin America. Led an Engineering and Business Group responsible for Test and Measurement, Module and Depot Level Repair, New Market / Product Readiness, Technical Support and Business Processes of Worldwide Authorized Service Centers (ASCs). Primary contact

to Executive Staff for Authorized Service Center technical performance and operational issues including but not limited to: repair and customer operations, performance scorecards and dashboards, logistics, materials, engineering, quality, reporting, budget, and site audits.

Rome Research Corp.
Communications Consultant
2002 - 2004 (3 years)
Ceiba, Puerto Rico

Strategic and Tactical Communications Consulting and Turnkey Management of a Technical Control Station for the US Navy in support of the Atlantic Fleet, the Atlantic Fleet Weapons Training Facility (AFWTF) and overall strategic and commercial voice and data communications for Naval Station Roosevelt Roads and other US Government Agencies in the Caribbean.

US Army
US Army Officer - Signal Corps
June 1987 - September 1992 (5 years 4 months)
CONUS and OCONUS

Served tours supporting planning, organization and control of Tactical and Strategic Telecommunications for active and reserve components. Supported combat units in Infantry, Air Defense and Armored Cavalry during peace and war time.

Education

Nova Southeastern University
Master of Business Administration (MBA), Business Administration and Management, General · (1996 - 2000)

Inter American University of Puerto Rico
Bachelor of Science, Electrical and Electronics Engineering · (1985 - 1988)

Technological Institute of Puerto Rico
AD Electronics Engineering Technology, Electrical and Electronics Engineering · (1983 - 1985)

Contact

www.linkedin.com/in/okechukwu-okoro-440b5411 (LinkedIn)

Top Skills

Process Development
Lean Manufacturing
Team Leadership

Languages

Igbo

Okechukwu Okoro

Supply Chain Manager at Halliburton
Dallas/Fort Worth Area

Experience

Halliburton
Supply Chain Manager
2017 - Present
NorthEast

Lead the Procurement, Materials and Logistics teams for Halliburton's North East Operations.

Halliburton
3 years 1 month
Region Procurement Manager
April 2017 - Present
Houston, Texas Area

District Procurement Supervisor
June 2016 - March 2017 (10 months)
West Texas and New Mexico

Halliburton
4 years 2 months
Procurement Material and Logistics - Material Controls Supervisor
June 2014 - January 2015 (8 months)
Texas

- Inventory planning and forecasting to support 100+ rig operations
- Implementing process controls for inventory management
- Manage an indoor and outdoor warehouse

Production Group Leader
June 2013 - May 2014 (1 year)
Texas, USA

- Lead a 45 employee team to safely manufacture & deliver \$36M dollars/year of oilfield products to global customers
- Work closely with other leaders to develop and implement strategy for the business
- Develop and own the budget for my team

Supply Chain Management Program

December 2010 - June 2013 (2 years 7 months)

Alvarado TX, Houston TX, Carrollton TX, Dubai UAE

SUPPLY CHAIN MANAGEMENT PROGRAM

Graduate of the renowned leadership program at Halliburton. I held 4 roles that tied to the organization's big bets.

1. Operational Excellence ; Dubai, U.A.E Jan 2013 - Jun 2013

- Led LEAN implementation in repair and maintenance facility for drilling tools; developed metrics and trained teams
- Identified opportunities within value stream that allowed us reduce repair time by >1month.

2. Production Group Leader; Carrollton, TX Jan 2012 - Dec 2012

- Led a 28 employee team to safely manufacture a \$15M order book and deliver on time to our global customers
- Implemented improvements that allowed the team to increase output by \$200K/month

3. Strategy Lead [Global Sourcing]; Houston, TX July 2011 - Dec 2011

- Led a global team in 4 countries to develop and define process for qualifying vendors that supply end use drilling tools
- Qualified and on boarded a vendor in China to supply Eastern Hemisphere drilling operations

4. Production Specialist; Alvarado, TX Dec 2010 - Jun 2011

- Implemented opportunities within value stream that allowed us double our output with minimal investment
- Developed standard work documents as well as line of sight metrics

BG Group

Contracts and Procurement

November 2009 - October 2010 (1 year)

- Reviewed tenders and made recommendations for contract award based on technical and commercial evaluations
- Developed scope of work for engineering and business services contracts by working with end user/customer
- Renegotiated and restructured contracts in a cost reduction effort that realized >\$100K in annual savings
- Coordinator safety and injury prevention program

Education

Wayne State University

Master of Science (M.Sc.), Mechanical Engineering · (2007 - 2008)

Michigan State University

Bachelor of Science (B.Sc.), Mechanical Engineering · (2001 - 2006)

Contact

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

Top Skills

Procurement
Supply Chain Management
Materials Management

Languages

English (Native or Bilingual)

Honors-Awards

Gold Award Zodiac
Excellence Award
Excellence Award
Excellence Award

Sonja Meyers, MBA

Aerospace Defense, Technology & Supply Chain Management
Mckinney, Texas

Summary

A dynamic Director in International Supply Chain Management, Procurement and Operations within the Aerospace Defense industry of large/mid-scale organizations. Exemplary Leadership in the development of extraordinary Management Teams demonstrating expertise in Planning, Design and Implementation of strategic success. Specializing in Foreign Trade, International Business and Commodity Management with a distinctive negotiative edge. Wielding a masterful command of Risk Analysis, as well as Research and Development to maintain competitive lead in all areas of International Aerospace Defense Supply Chain Management: Inventory Control, Strategic Planning, Purchasing Operations Management, and Federal Government Procurement.

Consummate Communicator genuinely persuasive in influencing determinant decisions of key players within the negotiative process of exchange. Intensively relational in partnering with clients, vendors and staff, effectuating a high performance environment to ensure achievement of financial and business goals driven by the continuous improvement of procedures and processes. Consistently exceeding expectations in the delivery and profitability of projects, moving in grace under pressure within critical environments.

I am well endowed with wealth of expertise perfected through tremendous experience, and yet still I possess the tenacious passion to pursue all avenues of process improvement. With a keen eye and fresh vision I approach Product Development with innovative ideas, and as a consummate communicator I develop the extraordinary collaborative teams to usher them into reality. I hold tight the reins to ensure continued on time delivery, with astute analysis in Procurement, Supply Chain, Production and Delivery cost analysis. Exuding excellence in integrity.

Experience

Collins Aerospace

Sr. Procurement Manager / Military Programs Site Leader

September 2017 - Present

Fort Worth, Texas

Collins Aerospace Systems ranks among the world's most respected and innovative companies in the Aerospace and Defense Building industries. (UTC Aerospace Systems acquired Rockwell Collins in 2018).

Managing the Procurement Department, as well as Mentor Buyer/Planners with extreme efficiency, also negotiating with Suppliers as required regarding reschedules in support of Inventory and other business objectives. Interface with Supplier Quality personnel to ensure Supplier performance, as well as reviewing and approving purchase orders in accordance with (FAR 15).

Restructured the department and combined Delivery Assurance Specialist and Buyer positions into Buyer/Planner Position. Brought responsibility of procurement function from Evert Washington, Oakville Canada and Poland to Fort Worth.

Mentored and drove accountability within the department to abide by Procurement Procedures, focusing the Buyer/Planner on future requirements, while Team yet focused on immediate site needs. Received 3 Excellence Awards for Performance & Results.

UTC Aerospace Systems

1 year 3 months

Sr. Procurement Manager

September 2018 - November 2018 (3 months)

Dallas/Fort Worth Area

Procurement Manager

September 2017 - September 2018 (1 year 1 month)

Enseo

Supply Chain Manager

January 2017 - September 2017 (9 months)

Richardson, Texas

Enseo is the preferred in-room entertainment solution for the world's largest hotel groups. As a Dish Network systems integrator, it is the single source for all in-room Entertainment needs providing equipment, installation, services and support.

Managed procurement, planning and customer fulfillment, Implementing processes and procedures effectively. Refined Net Suite to send the correct signals when MRP is ran. Worked with interns from UTD to develop a landed cost model, enabling Enseo to analyze multiple Suppliers' landed cost when comparing Supplier quotes. Implemented Training for Buyers to react to push/pull messages in MRP. Actions have not impacted on-time deliveries to customers and reduced inventory by 10%. Moved customer fulfillment from Enseo to a 3PL model.

Zodiac Aerospace

Sr. Procurement Manager

November 2014 - January 2017 (2 years 3 months)

Gainesville, Texas

A world leader in Aerospace equipment and systems for commercial, regional and business aircraft, as well as helicopters and space applications.

Managed the Procurement department of 20 employees to ensure purchased parts and services in support of the customer needs and expectations. Managed Transformation Project under direction of Zodiac Corporate, France.

Increased supplier on-time delivery from 52.2% to 98% and became a major player of the Crisis Team to improve on-time delivery to Boeing and Airbus, also assisting recovery with Boeing and Airbus to achieve on-time delivery to the customers.

Championed Training for Procurement department, and Managed a procurement spend of \$500M. Also worked with IT for improvement to the MRP system. Fostered a team atmosphere for my buyers to follow, leading a cross-functional team consisting of multiple departments in USA and Mexico: Engineering, Certification, Fabrication, Procurement and Zodiac in Mexico. Reported to the customer several times a day, with the program status. Zodiac was successful in meeting customer deliverables, which was key in meeting

Airbus and SAI commitments. Gold Award for supporting SIA platforms and meeting customer expectations

Zodiac Aerospace

Procurement Manager

November 2014 - July 2015 (9 months)

Gainesville, Texas

Managed overall PPS Procurement department to ensure employee safety, product quality, customer requirements, manpower allocation, materials/ cost, and operational budget were met. Lead and coordinated activities of personnel engaged in Procurement and distributing materials, equipment, and supplies.. Maintained a professional working relationship with all departments within Zodiac and its customers.

Interphase Corporation

Supply Chain/Demand Planning Manager

February 2014 - November 2014 (10 months)

Carrollton, TX

Interphase Corporation is a Diversified Information and Communications Technology company committed to innovation through the process of identifying, developing and introducing new products and services.

Managed, planned and developed Master Production Plan and reported the Master Schedule to the Executive Management. Managed and negotiated cost and lead time for cost driver components, as well as managing forecast feed to suppliers and bond programs. Achieved more favorable payment terms with three key suppliers from Net 30 to Net 120 days, and reduced cost of PenVeU by 20% per assembly.

IB Roof Systems

Director of Supply Chain Operations

February 2013 - March 2014 (1 year 2 months)

Dallas/Fort Worth Area

IB is a nationwide leader in providing high-performance PVC membranes and systems for the Commercial and Residential Industries.

Conducted oversight of Customer Service department, as well as Procurement & Order Fulfillment, ensuring orders were filled in an accurate and timely manner. Managed Quality Control and UL compliance, and reported SPRI and

Energy Star data. Set and managed inventory targets and made adjustments based on demand changes and market trends for five distribution sites: Illinois, Georgia, Texas, Nevada, and Oregon. Responsible for five Distribution Centers with KPI's for department exceeding goals. Executed purchase agreements with major suppliers, analyzed freight and solicited quotes for a budget of \$2 Million. Reduced inventory by 10% to align with company objectives, successfully planning and setting-up a distribution site in Georgia.

Luminator Technology Group

Purchasing Manager

May 2010 - February 2013 (2 years 10 months)

Plano, Texas

Global supplier of Advanced Information Systems, LED Displays and Lighting products for a wide range of applications in Metropolitan, Aviation and Commercial Transportation Systems.

Managed department with six Buyers that supported three Divisions: Rail, Bus and Aircraft. Provided Purchasing support for new projects and sustaining production with a budget of \$30 million. Worked with Lawo, Focon, and TwinVision maximizing \$100 million budget globally, as well as effectively instituted and maintained cost reduction programs. Instituted Lean concepts through the supply chain, specifically Kanban programs, and developed procurement strategies that promoted positive supplier relationships adding value. Developed Market Intelligence and Trend Analyses for major commodities and action plans, implementing strategic opportunities and mitigating market risks.

As a new Manager, I discovered the Purchasing department lacked structure and discipline, therefore I restructured the department, enforcing procedures and auditing purchasing work to create a favorable purchase price variance of \$600K. The first new project saved the company \$320,800 and inventory-on-hand was reduced by \$1,300,000. Luminator received the first Gold Star in Procurement from Boeing under my leadership. I was tasked to reduce the cost of the LS16 Searchlight or abandon the product., therefore I Analyzed the current state of the product, met with Engineering and Sales, as well as the Product Optimization Team, and the Marketing and Purchasing Teams. I led the Purchasing Team reducing the cost of material by 20% a unit, and the contract was saved generating significant revenue.

Semtek Innovative Solutions

Supply Chain Manager, Director of Operations

January 2000 - May 2010 (10 years 5 months)

Dallas/Fort Worth Area and San Diego

A leader in Card Data Capture and Magnetics Technology since 1999, serving public and private sector customers requiring highly secure OEM components for fixed base and wireless devices.

Managed Financial Reporting, Cash Flow Analysis, Financial Projections, as well as General Ledger, AR/AP. Reduced company shipping costs as much as 40% by renegotiating contracts with UPS. Improved company cash flow by securing net 120-day terms from vendors vs. industry standard of net 30-day. The company wasn't competitive in the global market, so I developed a global supply chain strategy to leverage relationships sourcing a company in China, and collaborated with manufactures and distributors on pricing/lead time. Measures resulted in winning contracts from Motorola/Symbol, IBM, Extech, VeriFone and HHP and building a supply chain that was profitable. Also outsourced production to local suppliers reducing cost. Worked with Engineering, Program Management and IT to purchase and negotiate hardware/software to support decryption software for Pet Smart and other customers.

Career Development: Bob Mos, Founder & CEO Semtek 1991 to 2006

My successful career initiated in 1991 when I was still a young military wife unsure as to whether I even wanted a professional career, but Bob Mos saw something in me that was of intrinsic value and soon became my first Mentor as owner of Mos Magnetics. I was quickly situated as the sole Buyer, and in 1999 when Mr. Mos sold the parent company of DH Technologies, he with partners purchased back the Magnetics Division and Created the Semtek Corporation. In 2000 I was asked to join Semtek as the Material Manager and was soon again working with Bob Mos. It was not long afterward I became the Director of Operations in which I Managed Production, Shipping & Receiving, Procurement and Material Management.

Tecate Products

Senior Buyer

January 1997 - January 2000 (3 years 1 month)

Greater San Diego Area

Directive oversight of sourcing vendors, buying for research and development, and production planning for the manufacturer of high-end audio components. I was the designated troubleshooter for the new product development

processes and key accounts; expedited international shipping and production. Documented procedures and wrote training manual for company MRP system. Consulted with Mexican managers to build teamwork and morale, while troubleshooting production at the factory in Mexico.

Trained production workers in production planning and use of MRP software to track production and inventory records. Initiated startup of manufacturing processes in China, and sourced material for new facility. Collaborated with production engineers to evaluate and approve suppliers.

Established relations with vendors in Taiwan and China, reducing costs and improving efficiency.

DH Technologies

Buyer

January 1991 - May 1997 (6 years 5 months)

Greater San Diego Area

Coordinated vendor sourcing, buying, master scheduling and development projects for Magnetics Division of \$30 million company (MOS Magnetics purchased by DH Technologies). Instrumental in managing multinational supply chain, including maquiladoras in Mexico, related U.S. Customs and NAFTA regulations, and coordination of factories in Taiwan, Korea, and China. After acquisition, chosen to lead process integrating purchasing systems into DH Technologies. Wrote ISO policies, transitioned suppliers, and shifted inventory to DH Technology. Secured ISO9001 certification for DH Technologies Magnetics Division. Received Employee of the Quarter during first year with DH.

Troubleshoot production and retrained employees at factory in Mexico, significantly improving efficiency and on-time delivery (from 35% to 85%). Assisted with due diligence for acquisition of MOS Magnetics by DH Technologies.

Education

University of Phoenix

MBA, Business Administration · (2001 - 2006)

University of Phoenix

BSBM, Business Administration and Management, General

University of Phoenix

DBA, Candidate, Business Administration, Management and Operations