

Contact

www.linkedin.com/in/will-burke-49a94352 (LinkedIn)

Top Skills

Project Planning

Cost Center Management

Team Leadership

Will Burke

Global Procurement Manager North America Transportation & Fleet Team at PepsiCo

Dallas/Fort Worth Area

Experience

PepsiCo

13 years 11 months

Global Procurement Manager North America Transportation & Fleet Team

March 2018 - Present

Plano, Texas

I procure goods and services for our North American Transportation and Fleet Maintenance Teams. I manage hundreds of suppliers and support our overall annual spend of \$1.3 Billion+. I partner with our suppliers to ensure that we are meeting our service, cost, diversity and performance with purpose goals. I partner with our field leadership teams to create programs that drive future success for PepsiCo and our customers.

SC Fleet Maintenance Manager Michigan

June 2016 - February 2018 (1 year 9 months)

Detroit, Michigan

I led PepsiCo's Fleet Maintenance Teams for Michigan. My team consisted of 3 supervisors, 1 coordinator, and diesel mechanics. My territory consisted of 19 locations and 1,800 assets. I oversaw our conversion to Chilled Direct Store Delivery as well as 2 full site Geo-Box Conversions. My team over delivered our cost and service plans as well.

Regional Transportation Manager

September 2014 - June 2016 (1 year 10 months)

Greater Minneapolis-St. Paul Area

I led a multi state team of Transport Supervisors and Drivers. I also managed our multi million dollar common carrier budget. My team ended up winning Pepsi Transport Fleet of the year for 2015.

Regional Transportation Manager

September 2012 - September 2014 (2 years 1 month)

Tracy, California

I managed Pepsico's Warehouse Delivered Transportation for the Pacific Northwest and Northern California. I oversaw a multi million dollar spend on

over 50,000 annual shipments in my Region. I was responsible for making sure that our loads delivered on time to our customers. I was also responsible for providing the best capacity solutions while managing overall spend.

Supply Chain Operations Manager Alaska Market

August 2009 - September 2012 (3 years 2 months)

Anchorage, Alaska

I had overall P&L, Service, and Operations Responsibility for Pepsi Alaska Fleet, Logistics, Transportation, and Distribution. I managed a team of 31 which included Drivers, Mechanics, Warehouse Associates, Supervisors, and Inventory Coordinators.

Multiple Frontline Supervisor Roles

August 2005 - August 2009 (4 years 1 month)

Anchorage, Alaska

Safeway

Department Manager

April 2002 - August 2005 (3 years 5 months)

Anchorage, Alaska

Education

Southern New Hampshire University

In Progress, Business Administration, Management and Operations · (2018 - 2020)

Contact

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

Top Skills

Supply Chain Management
Supply Chain Optimization
Reverse Logistics

Ken Kvancz

Supply Chain Management | Logistics | Strategic Sourcing |
Outsourcing | MBA
Dallas/Fort Worth Area

Summary

I deliver exceptional results in Supply Chain Operations, Reverse Logistics, Strategic Sourcing (including Outsourcing) and in Supplier/Vendor Management. I am a highly skilled negotiator of simple to complex contract agreements.

I have been described as a high-energy, results-oriented leader. I've successfully led and developed highly diverse teams across multiple geographies in the fast paced high tech industry.

Specialties:

- Reverse Logistics and Repair Center Operational Management
- Global Logistics and Repair Service Sourcing
- Strategic Sourcing process and SOX compliancy
- Category Sourcing strategy development and implementation
- Strategic Supplier Management and risk mitigation
- TCO and Business Case Development
- Change Management Agent
- Supplier Portfolio Assessment and spend analysis
- SOW and Requirements development
- RFI, RFQ, RFP initiation and execution
- Forward and Reverse e-auctions
- MOU, LOA, Contract: development, negotiation, execution and management

Experience

Nokia Networks
Project Procurement Manager
February 2015 - Present
Irving, Texas

Microsoft

NAM Care Senior Manager - Delivery Solutions (Operational Excellence)

January 2014 - September 2014 (9 months)

Develop, plan and execute strategic projects to decrease overall North America Care warranty costs. Manage a technical team of employees that are focused on mobile device quality, life cycle management, and care activities in support of Care Operator Accounts.

- 10% above target warranty cost savings delivered
- Successfully supported FAI and NPI activities resulting in on time product launches

Nokia

13 years 10 months

Americas Care Senior Sourcing Manager - Supply Chain Services 2008 - 2014 (7 years)

Dallas/Fort Worth Area

Care category Leader for a team of sourcing managers responsible for the spend management and supplier portfolio in the Americas Region.

- Strategy creation and execution in collaboration with various C- Level and senior executive business unit stakeholders.
- Supplier candidate evaluation and selection
- Supply Chain Network optimization activities
- Developed and Implemented the LR Hub Supply Chain network strategy. \$0.5M savings per annum.
- Lead the NAM 3PL spares center supplier selection and evaluation project. \$1M savings per annum.
- Developed and executed alternate sales channel for excess and obsolete stock. \$1-\$2M in revenue per annum

Global Head of Strategic Supplier Management

January 2005 - May 2008 (3 years 5 months)

Supplier Relationship Management of strategic suppliers in the Nokia Global Care network.

- Initiated, developed and negotiated strategic supplier frame agreements.
- Implemented Global Quarterly Business Reviews with strategic vendors.
- Developed and deployed Vendor Management Framework & Guidelines.

-Developed and implemented the strategy of Service center network optimization resulting in a 50% reduction in the quantity of technical repair centers.

NAM Outsource ♦ Materials ♦ Inventory ♦ Fulfillment Operations Manager

March 2001 - December 2004 (3 years 10 months)

DFW Area

Leader of teams responsible for :

- Material forecasting, ordering, inventory and delivery to NAM Care network
- Fulfillment and delivery of "B" stock orders to operators
- Outsourced and in house repair operations

Boeing

Head of Lean Program Office ♦ Program Management Leader ♦ Program Manager

November 1994 - December 1999 (5 years 2 months)

Cray Computer Inc.

Operations Manager ♦ Engineering Manager ♦ Manufacturing Engineer

January 1990 - November 1994 (4 years 11 months)

Education

The Johns Hopkins University - Carey Business School

MBA, Business, Management, Finance

Clarkson University

Bachelor of Science (BS), Engineering/Industrial Management

Contact

www.linkedin.com/in/arlene-chapman-6ba9a849 (LinkedIn)

Top Skills

- Risk Management
- Leadership
- Forecasting

Certifications

- Certified Six Sigma Specialist
- RTN Certified Risk Manager (Tier I II III)
- RTN Certified EVMS Level I & II

Arlene Chapman

Senior Procurement Manager_ Raytheon Corporate Global Business Services
Dallas/Fort Worth Area

Summary

Certified risk and supply chain management professional with internal audit operations review and regulatory compliance controls experience. Highly skilled in supply chain management, risk management, managing compliance and control deficiencies, facilitating root cause and corrective action approaches, implementing best practices. Proficient in analyzing internal and external operating procedures, planning, developing and executing compliance guidelines to align with industry policies and organization objectives. Have extensive liaison and surveying experience with multifaceted and functional line organizations. Highly skilled in tracking performance data, coordinating and managing quality and compliance audits, recommending courses of actions for process improvement, compliance and operational controls initiatives.

Areas of Strength:

Cost / Spend Analysis / Procurement	Diligence/Persistence/
Follow Through	
Risk / Compliance Management	Polished Presentation /
Written / Verbal	
Contract Review / Management	Analysis / Attention To
Detail / Quick Learner	

Software & Skills: Certified Active Risk Manager (ARM), Risk Register, SAP / Business Warehouse, (EVMS), Earned Value Management Certification, staff (labor tracking and forecasting) PowerPoint, Excel, Word, Access, Lotus Notes, Outlook, Legacy, PeopleSoft, Arriba Procurement Systems; EDI Procurement Systems, Six Sigma Specialist Certified.

Experience

Raytheon Corporate Global Business Services
Senior Procurement Manager

February 2016 - Present

Plano, TX.

Manages supply chain software procurement and contract negotiations supporting multiple Raytheon Customers enterprise wide.

Reviews and leads formal negotiations of software products, software licensing, pricing, schedules, standard terms and conditions.

Supply chain management, price analysis, (RFI) Request for Information, (RFQ) Request for Quotation, (RFP) Request for Proposal, post award analysis and management.

Advisor, consultant, manager, focal point for interface and communications between Raytheon programs and suppliers.

Recommends final Raytheon position to Software Subject Matter Experts, Supply Chain Advisors, and Office of General Counsel.

Raytheon Space and Airborne Systems

Risk Manager

May 2008 - April 2012 (4 years)

Mckinney, Tx

Drove successful cost, schedule and performance objectives outcomes through effective risk management, compliance, audit methodologies and training resulting in substantial cost savings to Raytheon programs.

Planned, directed, executed and administered program risk reviews, risk identification techniques, risk audit assessments and prioritization, implementing mitigation, risk control measures, and action item capture planning methodologies, tracking status of projects to completion.

Supported and liaised with Raytheon multifaceted organizations (program management, Integrated Product Team Leadership, supply chain, quality, engineering, finance), managing potential risks.

Collected, audited, and reviewed supplier performance data to support supplier selection and ensure compliance with Raytheon engineering instructions.

Mentored, trained and coordinated the use of risk management tracking metrics and risk identification techniques, promoted risk management awareness strengthening the programs abilities to manage risks.

Maintained current risk management practices, reporting, policies, process documentation and risk management budget.

Implemented and facilitated program management audit and compliance framework, practices, policies and procedures. Directed execution of program management practices, projects, and review platforms, staff tracking and forecasting, training and goals tracking, acting as liaison to functional leaders and Program Management in support of Raytheon functional organizations resulting in best practices implementation.

Prepared management programs for audits, gate reviews, program performance reviews.

Identified and delivered value-adds to Raytheon business review platforms through audits, and root cause corrective action methodologies. Reduced daily non-value add activities and business structure platforms by implementing Six Sigma lean management methodologies.

Deloitte

4 years 11 months

Sr. Procurement Operations Analyst_ National Services
2006 - 2008 (3 years)

Supported the Firm's supply chain, sourcing initiatives, supplier analysis, development, selection, and savings initiatives through audit and research, data collection and compilation, comparative cost and spend reporting and analysis bringing spending savings in excess of \$23M

Fostered positive client / supplier relationships supporting and working with procurement operations teams on sourcing initiatives, contract development, proposal examination and review, cost and spend audit, supplier data

management and selection, education and mentoring. Increased Arriba procurement database user-enabled suppliers by 75% resulting in substantial cost savings..

Provided reporting strategy guidance, technical and business process improvement initiatives, integrated commodity strategy through subsidiary services cost reporting and analysis, spend and revenue reporting guidance improving National Procurement Services Operations reporting.

Increased the Firm's usage of diverse and minority suppliers by providing sourcing initiatives and reporting inputs to the proposal teams supporting supplier diversity.

Controller - Accounts Receivable

February 2004 - April 2006 (2 years 3 months)

Supervised the client collections team.

Achieved Firm operational goals by minimizing Partner aged receivables and unbilled inventory.

Proactively advised portfolio status to Deloitte Partners, Directors, and Sr. Managers.

Provided monthly financial reporting and auditing of billed receivables, unbilled inventory, and average weeks invested in outstanding receivables.

Trained and mentored the Firms accounts receivable staff on internal billing systems.

Maintained positive Partner billing and collection goals aligning with the Firm's operational and business objectives.

Managed bad debt reserves, daily cash receipts, and timely and accurate receivables processing resulting in cash flow improvement.

Resolved invoice disputes with clients; directed and approved engagement adjustments, (invoice write-offs, cancellations, and reserve adjustments).

Ernst & Young

4 years 5 months

Sr. Business Process Improvement Analyst
August 2002 - December 2003 (1 year 5 months)
Dallas, TX

Developed consistent and cost effective National Accounting Center PeopleSoft processes and procedures through process audit, evaluation, assessments, consultations, implementation of performance enhancing tracking metrics, and development of corrective action methodologies aligning with client organization objectives and National Accounting Center Service Level Agreements. (functions included Accounts Payable, Accounts Receivable, General Ledger, Tax, Payroll, Travel and Expenses and Call Center) saving \$10+M

Produced significant reductions in headcount due to implementation of improved cost effective processing performance platforms, ensuring adherence to the Firms Service Level Agreements.

Implemented improved database processing platforms determining inefficiencies through end user interviews, audits, process reviews, feedback sessions and consultations, internal controls assessments, and system platform testing.

Acted as liaison between IT, accounting center staff, and Sr. Management to develop business cases for improved change management, identify gaps in control designs through process and performance audits, identify duplication of efforts, identify potential risk, and design new cost saving business process models.

Developed a system of learning maps and continuous improvement workflow requirements and redesign specifications.

Ensured creation of cost saving refined policies and procedures, while maintaining a framework of continuous education and training.

Sr. Quality Assurance Training Manager
August 1999 - August 2002 (3 years 1 month)

Saved the Firm \$10+M by improving processes through implementation of audit processing accuracy, timeliness, and compliance controls (functions included accounts payable, accounts receivable, general ledger, tax, payroll, travel and expense, call center functions).

(functions included accounts payable, accounts receivable, general ledger, tax, payroll, travel and expense, call center functions)

Substantially improved quality of accounting center Shared Services functions by determining inefficiency through implementation of audit procedures, sample selection, identification of errors and inefficiencies and development and implementation of corrective action methodologies.

Developed, documented and maintained procedural guidelines for National Accounting Center client staff ensuring consistency and compliance with the National Accounting Center Service Level Agreements.

Developed functional metrics to support the audit and analysis of business processes, methodologies, client on-going performance goals and continuous improvement, accuracy, timeliness and efficiency results .

Howard Hughes Medical Institute

Sr. Purchasing Coordinator

July 1989 - February 1996 (6 years 8 months)

Purchased scientific research equipment, chemicals, supplies, laboratories for medical research.

Negotiated contractual terms of medical research supplies, chemicals, laboratory equipment with institute suppliers.

Implemented payment of receivables through order status monitoring from purchase order placement through purchase order item receipt.

Maintained effective relationship with Institute suppliers

Education

Stephen F. Austin State University

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

Stephen F. Austin State University

Contact

www.linkedin.com/in/becky-c-899511b (LinkedIn)

Top Skills

Project Management
Data Mining
Requirements Analysis

Certifications

Lean Six Sigma Master Black Belt
Lean Leadership and Lean Management Certificate
Essentials of US Export Controls
Certificate of Achievement - Luminex Leadership Training

Becky C.

Senior Manager, Procurement and Distribution at NEC Corporation of America
Dallas/Fort Worth Area

Summary

Action driven supply chain professional who is highly skilled at difficult change management. Passion for researching regulations, complex problem solving and creating trusting working relationships with peers, customers, suppliers, and employees. Ability to quickly see and help others understand the root cause of challenges to drive the right company/customer solution. Courageous leader with a reputation for bringing people together.

Core Competencies:

- *Six Sigma Project Management and Educator
- *Experienced with FDA, USDA, EAR, ITAR, FAA, CFR 21, CFR 29, OSHA, IATA, ISO 13485
- *Biodefense Contract Manufacturing
- *Global Distribution and 3PL Management
- *Vendor Relationship Management and Supplier Audits
- *Supply Continuity Planning and Risk Mitigation
- *Inventory Management
- *Quality Management Systems
- *Employee Coaching and Development
- *Global Trade Compliance
- *Contract Review, Negotiation and Termination
- *New Product Integration Program Management

Experience

NEC Corporation of America
1 year 8 months

Senior Manager, Procurement and Distribution
September 2018 - Present
Irving, Texas

Responsible for indirect and direct procurement team activities, \$120 Million Quarterly Spend, as well as warehouse operations and logistics for customer order fulfillment.

Manager, Procurement

November 2017 - September 2018 (11 months)

Irving, Texas

Manage team responsible for indirect and direct procurement. Contract negotiations and renewal management.

ARTERIORS Home

Director of Operations

November 2015 - October 2017 (2 years)

Carrollton, Texas

Direct 65 procurement, logistics, warehouse and quality staff responsible for buying, vendor negotiations, incoming inspection, compliance, order fulfillment, assembly production, and inventory control to ensure a high level of customer satisfaction and service.

Luminex Corporation

14 years

Manager, Global Logistics and Compliance

July 2015 - November 2015 (5 months)

Austin, Texas Area

Responsible for mitigating and researching global logistics regulatory risks, managing global 3PL and carrier relationships, and developing and maintaining internal control programs to align company-wide procedures that comply with international trade regulations and hazardous transport of materials.

Supervisor, Materials and Logistics

April 2013 - November 2015 (2 years 8 months)

Austin, Texas Area

Manage a team responsible for incoming receipt processing, stocking activities, inventory control, replenishment of instrument and reagent production lines, and shipping of ambient and cold chain products within an FDA/ISO regulated environment to ultimately ensure customer line item fill rate remains above 96%. Work with customers and clients to solve order fulfillment and packaging concerns.

Senior Supply Chain Analyst

November 2011 - April 2013 (1 year 6 months)

Austin, tx

New product integration program management for NeoPlex 4 project to ensure supply chain operational readiness for product launch; collaborated with R&D, Marketing, Engineering, Accounting, Planning, Procurement and Finance.

Senior Buyer

December 2001 - November 2011 (10 years)

Austin, Tx

Managed \$16 million procurement dollars annually working with OEM and Contract Manufacturers, Executed supplier audits across the United States to ensure quality compliance, Managed commodities of software, hardware, sheet metal, injection molded plastics, office supplies, reagents, lab supplies, chemicals, and general MRO vendors, Product Life Cycle Management and obsolescence reviews.

Applied Materials

Access Database Administrator

November 2000 - July 2001 (9 months)

Arteriors

Buyer

2000 - 2001 (2 years)

CityHomes, Inc.

Materials Purchasing Manager

December 1998 - April 2000 (1 year 5 months)

Education

Stephen F. Austin State University

BA, Public Administration and Business Communications · (1989 - 1994)

Texarkana College

Contact

www.linkedin.com/in/michelle-blake-a66a1818 (LinkedIn)

Top Skills

Retail
Negotiation
Customer Service

Certifications

Accredited Purchasing Practitioner - A.P.P.

Michelle Blake

Procurement Manager
Dallas/Fort Worth Area

Summary

Experienced Procurement Manager with a demonstrated history of working in the retail industry. Skilled in Negotiation, Budgeting, Operations Management, Retail, and Team Building. Strong purchasing professional with a Master's Degree focused in Human Relations from University of Oklahoma.

Experience

AAFES "Exchange"

12 years 7 months

Procurement Manager

June 2010 - Present

Dallas/Fort Worth Area

Currently I am the Procurement Manager for Worldwide Telecommunications. Previously I served as the Procurement Manager over Europe and SW Asia and officed out of Germany. While there, I personally managed the European fuel contracts, Manpower contracts, and support services. My team oversaw Europe construction contracts, Europe equipment purchases, disposal sales, and the food and services concession contracts for SW Asia.

Contracts Team Leader

December 2006 - May 2010 (3 years 6 months)

In this position, I oversaw all worldwide expense contracts (to include print contracts), project purchases for new construction projects, rollouts, and inventory. I also took on other miscellaneous projects to include service as the Subject Matter Expert for the implementation of the Oracle purchasing tool, served on the Associate Satisfaction Index (ASI) committee, and on the 'Green' Committee (which explored agreements with companies that offered environmentally friendly products.)

Education

University of Oklahoma

Master's Degree, Human Relations · (2013 - 2014)

American Graduate University

Studied Business Administration / Minored in Acquisition
Management · (2010 - 2013)

Northwood University-Texas

Bachelor of Science (B.S.), Business Administration and Management,
General · (2003 - 2006)

Contact

www.linkedin.com/in/george-ellington-jr-mba-cpsm-cpsd-3466a427 (LinkedIn)

Top Skills

Quality Assurance

Process Improvement

Supply Chain

Certifications

Certified Professional in Supplier Diversity

Publications

The Psychology of Change and Procurement Transformation

George Ellington, Jr, MBA, CPSM, CPSD

Strategic Sourcing, Procurement, Purchasing, Supplier Relationship Management

Dallas/Fort Worth Area

Summary

Accomplished sourcing, procurement and purchasing professional with a successful track record in strategic sourcing, procurement, vendor management, contract negotiation, project management and process improvement. Outstanding skills in analysis, strategy, and planning; versatile thinker with excellent problem solving skills. Successful in fast-paced, challenging environments across a wide breadth of industries. Effective communicator and relationship builder across various levels and cross-functional teams.

I manage many levels of the supply chain from sourcing materials, to managing flow of goods & logistics, to vendor management.

Specialties:

- Analysis - Communication - Policy and Procedure Development - Team Building
- Leadership - Training and Development - Business Process Mapping - Influential Liaison
- Problem Solving - Project Management - Relationship Building - Information Systems (ERP)
- Supply Chain - Procurement - Quality Assurance - Project Management
- Process Improvement - Negotiation - Purchasing - Auditing

Highlights of Accomplishments

Cost Savings: Drove strategic sourcing and competitive bid processes that resulted in annualized savings of \$13.5M for indirect spend categories: marketing, contract staffing, recruitment outsourcing, general construction, facilities management, and consumable packaging supplies.

Contract Negotiations: Obtained annualized cost savings of \$9.5M for retail contract staffing utilizing market research and advanced contract negotiations.

Process Improvement: Led implementations of company-wide eSourcing and spend analytics systems, resulting in operational efficiencies, standardized processes and improved strategic planning.

Leadership: Led transformation of corporate purchasing from transaction processing to a value-adding, strategy driving function.

Experience

Samsung Electronics America

8 years 4 months

Senior Manager Vendor Management & Procurement - Retail Division

May 2017 - Present

Richardson, TX

Senior Manager Business Control - Service / Care Division

November 2015 - May 2017 (1 year 7 months)

Dallas/Fort Worth Area

- ◆ Charged with the management of all financial affairs and operations for the Mobile parts division with full P&L responsibility, ensuring that quality standards and procedures are properly maintained in accordance with business objectives
- ◆ Consistently monitor and review operations to foster a collaborative work environment and solid organization through guidance and structure, as well as a proactive hands-on management approach
- ◆ Oversee monthly & quarterly book closings and prepare financial plans, monthly forecasts and variance reports for executive management review
- ◆ Review and analyze monthly financial activities and forecasts to ensure alignment with company's priorities and business plans
- ◆ Serve as a liaison between the Service and Operations and the Financial Management Divisions to ensure cross divisional projects are completed and controls are in place to meet internal audit guidelines
- ◆ Review and set annual customer parts selling price for mobile devices

Strategic Sourcing Manager; Strategic Supplier Relationship
Management Team- Mobile Division
January 2013 - October 2015 (2 years 10 months)
Dallas/Fort Worth Area

- ◆ Managed two direct reports; developed staff's professional skills and efficiencies improving strategic sourcing activities
- ◆ Led transformation of corporate purchasing from a tactical transaction processing cost center to a value-adding, strategy driving function across key business units
- ◆ Executed strategic sourcing initiatives and multi-faceted RFx with supplier selections resulting in annualized cost savings of \$13.5M
- ◆ Negotiated retail contract staffing agreement utilizing market research and cost analysis to obtain \$9.5M in annualized cost savings
- ◆ Created a risk assessment process for strategic suppliers, which included scoring methodology, escalation and monitoring processes
- ◆ Led the implementation of spend analytics tool, categorizing all company spend data; created standard categorization schema for all spend, enhanced company-wide spend visibility across all business units and suppliers

Procurement Specialist; Strategic Supplier Relationship Management
Team- Mobile Division
March 2011 - December 2012 (1 year 10 months)

- ◆ Mapped key business processes, identifying both strengths and weaknesses, improving procurement through planning and resource allocation
- ◆ Oversaw the implementation of and developed processes, policies and training for an enterprise-wide eSourcing system which standardized the RFx process, and provided a centralized database of supplier information
- ◆ Created governance, policies and methodologies to further develop overall procurement and sourcing strategies
- ◆ Interacted as an influential liaison among stakeholders, establishing collaborative partnerships across the organization and various suppliers
- ◆ Executed various multi-faceted, multi-million dollar RFPs with supplier selections resulting in cost reduction and/or improved services
- ◆ Championed enterprise-wide supplier diversity program driving change and developing tactics to meet customer needs
- ◆ Developed ad hoc cost analysis, supplier spend and project management reports for executive review
- ◆ Managed and negotiated various types of contracts in all stages, ensuring compliance and terms are met by internal and external stakeholders
- ◆ Utilized FI/CO and MM SAP modules for data management and financial information collection

Victory Packaging

Procurement

January 2008 - March 2011 (3 years 3 months)

- ◆ Evaluated and controlled product costs utilizing market research and negotiation skills resulting in an excess of \$1.1M in cost savings
- ◆ Launched new replenishment process which reduced man hours and increased purchasing accuracy
- ◆ Established and developed strategic relationships with key stakeholders, suppliers and customers
- ◆ Analyzed historical data, sales, trends and economic conditions to anticipate commercial demand in conjunction with IBS ERP system
- ◆ Managed multi-million dollar local and national accounts with a focus on internal and external customer service
- ◆ Trained staff in quality procedures, IBS ERP system usage, procurement processes and business functions
- ◆ Developed supplier profiles to identify optimal pricing and buying for local and national opportunities

JHM Research & Development, Inc.

Quality Control Lead

August 2005 - December 2007 (2 years 5 months)

- ◆ Analyzed processes and staff error rates to develop preventative measures to improve administrative accuracy.
- ◆ Led training of quality procedures for up to 400 staff members, which resulted in reduced administrative error rates by 30%, exceeding company goals and led to company bonuses for all staff
- ◆ Implemented quality improvement changes to company standards, procedures and methods
- ◆ Established product specifications and testing protocol for administrative functions
- ◆ Provided procedural training for quality control staff in all departmental functions

United States Marine Corps

E-5, Sergeant; Quality Assurance & Operations

May 1999 - July 2003 (4 years 3 months)

- ◆ Directed auditing teams of up to 22 staff members that monitored and enforced quality operating procedures among 7 departments
- ◆ Directed command-wide administrative weekly, monthly and quarterly audits for 7 departments

- ◆ Supervised maintenance administration functions throughout command
- ◆ Configured Naval Information System (ERP) for squadron records and data entry
- ◆ Evaluated, compiled and presented quality and performance metrics to senior management teams
- ◆ Initiated library conversion to an electronic, paperless system improving implementation of new maintenance procedures, saving \$1M in annual production and labor costs

Education

University of Texas at Dallas- Global MBA

MBA, Double concentration in Management Information Systems & Organizational Behavior · (2010 - 2013)

University of Texas at Dallas, School of Management- BS in BA
BS, Business Administration · (2005 - 2008)

Contact

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

Top Skills

Purchasing
Procurement
Supply Chain Management

Bill Chapin

Procurement Manager at Watson Incorporated
McKinney, Texas

Summary

Successful Supply Chain Professional with progressively responsible manufacturing experience. Strong and effective focus on Safety, Quality, Delivery, and Cost. Quick to identify problems and develop world class solutions, utilizing strength in leadership, organization, planning, follow-through, and cross-functional teamwork.

Expertise includes:

Project Management; Continuous Improvement; CSA's; SOW's; ERP/MRP Systems (Syteline, BPCS, QAD); Logistics; Procurement; Strategic Sourcing and Planning; Supplier Contract Management; Quality Control; Risk Identification, Management, and Mitigation.

Experience

Watson Incorporated
Procurement Manager
December 2015 - Present

Watson & Chalin Manufacturing
Procurement Manager
November 2013 - September 2015 (1 year 11 months)
McKinney, Texas

- Directed a staff of 5 Purchasing resources in \$80m annual Direct and Indirect Material spend
- Reduced Inventory DOH from +60 to -47.
- Improved Supplier OTP from -59% to +95%.
- Managed VAVE Cost Reduction programs resulting in \$1.7m savings based on \$110m Sales.
- Represented Texas Division on Corporate Purchasing Excellence Council.

Ace World Companies
Director of Supply Chain Management
January 2013 - November 2013 (11 months)
Fort Worth, Texas

- Extensive Supply Chain reorganization resulted in 70% reduction of Indirect staff.
- Consolidated Warehouse Inventory footprint increasing available production space by 30%.
- Initiated Blanket PO and Summary Billing Program reducing the PO and AP data entry volumes by 25%.
- Initiated Vendor Managed Steel Raw Materials Consignment program covering \$10m in annual spend.
- Personally entered majority of all PO's and PO Receipts into ERP System.

Trinity Industries, Inc. - Trinity Utility Structures, LLC

Supply Chain Professional

2011 - 2013 (3 years)

Dallas, Texas

Directed all purchasing and sourcing activities for the company.

- Responsible for the strategic sourcing, purchasing and inventory control efforts between 3 separate manufacturing sites in Denton, TX; Magnolia, TX; and Monclova, Mexico.
- Coordinated a diverse multinational Supply Chain effort focused on heavy welding fabrication of structures supporting the Utility Substation, Sports / Highway Lighting, and Power Transmission Pole Industries.

ITT

Purchasing Manager

1996 - 2011 (16 years)

Dallas, Texas

Directed all purchasing and sourcing activities for the company.

- Reduced staff of purchasing professionals from 10 to 6 during the enterprise's growth from \$20m to \$80m between 1996 and 2008.
- Implemented Buyer/Planner assignment program, establishing effective, defined, and concise Supplier Master and Item Master controls and responsibilities.
- Developed effective department "Level Load Analysis" tool, providing equitable workload assignments across the combination of purchasing staff and 60k SKU Item Master.

- Representative for the division on the multi-national and multi-divisional ITT Strategic Sourcing Council, leveraging \$360m in collective Motors, Controls, and Valve spend.
- Personally handled day-to-day purchasing and supply chain activities totaling \$25m in spend.

Ensco Offshore Company

Senior Buyer

January 1990 - December 1995 (6 years)

Broussard, Louisiana

- Personally handled all day-to-day purchasing responsibilities and activities for up to 17 separate active and inactive Oil and Gas drilling operations around the world.
- Entered all PO's into ERP system and processed all Rig generated Requisitions into PO's.
- Arranged deliveries of all orders from point of origin through to destination including any that required international Freight Forwarding and Logistics.

Education

Moorpark College

Liberal Arts

Contact

www.linkedin.com/in/braddaggett
(LinkedIn)
www.nch.com/ (Company)

Top Skills

Team Building
Management
Sales Management

Languages

Chinese (Limited Working)

Certifications

CIA (Certified Internal Auditor)
Certified Supply Chain Professional
(CSCP)

Honors-Awards

Featured Speaker

Brad Daggett

Director Of Purchasing at NCH/Partsmaster
Dallas/Fort Worth Area

Summary

Accomplished, results-oriented procurement executive with strong leadership experience and perennial success in leading Global manufacturing and distribution operations. Superior performance recognized through consistent promotions to positions of increased responsibility and accountability. Proven ability to build and lead teams to improved productivity, apply new technologies, and follow through with projects from inception to completion. Specialization and in-depth understanding of global procurement, supply chain optimization, logistics, distribution, manufacturing, and strategic planning disciplines. Known for building bridges with internal and external stakeholders to enable a positive team dynamic and delivering effective and profitable results.

Specialties and Specific Skills:

- Strategic Sourcing
- Negotiations
- Budget Planning & Administration
- Team Building, Mentoring & Leadership
- Senior Executive Relationships
- Strategic Planning
- Organizational Needs Assessment & Fulfillment
- Contract Negotiation & Management
- Project Planning, Scheduling & Management
- Supplier Performance Metrics
- Cost Savings
- Best Practice Strategies
- Personnel Development
- Continuous Improvement
- Global Supplier Management
- Process Improvement
- Supply Chain Rationalization
- Risk Mitigation
- Spend Leverage

Experience

NCH Corporation
Director of Purchasing
March 2019 - Present
Dallas/Fort Worth Area

NCH Corporation
Director Of Purchasing
March 2019 - Present
Dallas/Fort Worth Area

Bray International, Inc.
8 years

Global Procurement Manager
June 2013 - Present
Houston, Texas Area (Hangzhou, China 2014-2016)

A privately held \$500MM+ Manufacturer of quarter-turn butterfly valve, ball valve, and pneumatic and electric actuators. Global operations in over 40 countries, with headquarters in Houston, TX.

While in the role of Global Procurement Manager, I am responsible for the leading, management and oversight of global procurement and logistic operations with a primary focus on reducing cost and lead time, increasing on-time delivery and developing additional supply chain services, as well as providing leadership and direction in overseeing the performance of 100+ purchasing and logistics personnel in multiple international facilities.

Accomplishments of note to date include:

- Negotiated, implemented and administrated contracts with key global suppliers that resulted in \$4MM annual recurring savings, lead time reduction of 50%, and extended payment terms. Worked closely with in-house counsel to ensure legality and legitimacy of contracts for multi-country use.
- Collaborated with Global Logistics to restructure inbound ocean freight business, resulting in \$700K annual savings and a 10% decrease in door-to-door shipping time.

- Manage, guide, and direct divisional purchasing personnel of various-global manufacturing divisions including U.S.A, China, India, and U.K. locations, with annual spend of \$200MM.
- Selected to relocate to Hangzhou, China facility for 2-year assignment at companys largest manufacturing facility. Gained in-depth understanding of regional and cultural differences of divisional purchasing personnel and tier 1 strategic suppliers and established best practices to improve overall quality and cost, while simultaneously increasing transparency of global supply chain.

Purchasing Manager

July 2011 - June 2013 (2 years)

Houston, Texas Area

While serving as Purchasing Manager for Bray Controls USA, I was responsible for leading a team of 12 Purchasing and Planning personnel with total spend of more than \$50 million annually. Key accomplishments while in this role included:

- Developed and implemented a supplier scorecard system; resulting in a 25% reduction of low performing suppliers.
- Exceeded year over year cumulative department savings goals by 50%.
- Conducted internal department surveys to determine system training needs; resulting in implementation of new ordering processes which improved productivity by greater than 20%.
- Successfully recruited, onboarded, and trained 3 top level Purchasing Agents in a 6-month time period.
- Developed new sourcing for legacy product, resulting in \$250K annual savings.
- Reduced costs by 40% on packaging by changing suppliers, redesigning boxing, and implementing vendor managed inventory, resulting in cost savings of over \$100K annually
- Instituted cross-training program between Purchasing and Engineering group, resulting in increased communication and collaboration between groups, leading to a 50% reduction in time for new part number set-up and costing.

TSP

3 years 9 months

Director of Materials

January 2009 - July 2011 (2 years 7 months)

Houston, Texas Area

While working in this role, I was responsible for leading a team of 8 Purchasing and Planning personnel with annual spend of more than \$15 million.

Oversaw warehouse and fulfillment operations of 50+ employees. Notable achievements during this period were:

- Implemented inventory classification and ordering system which resulted in an inventory reduction of \$1.7M while increasing customer fill-rates from 81% to 96%
- Reduced dead-stock inventory by 50% in 18-month period through product rework and rationalization. Worked closely with Product and customer Engineering to gain substitution approval of obsolete components.
- Negotiated contract to outsource a non-critical portion of internal delivery and freight operations, resulting in \$150K annual savings and headcount reduction.
- Increased collaboration of Purchasing and Operations through cross-training program and weekly meetings.
- Instilled a “culture of change” with clear and defined targets using key performance measurement metrics and policy deployment.

General Manager - Value Add Manufacturing Division

November 2007 - January 2009 (1 year 3 months)

During my time in this position, I oversaw operations of in-house specialty manufacturing division. Responsible for all personnel, operational, and sales related activities for 25-person division. Notable accomplishments while in this role included:

- Replaced labor-intensive processes while simultaneously enhancing workflow through new technology that reduced staff by 15%
- Identified non-core competency work and transitioned to outsourced vendors, reducing total manufacturing costs by 33%
- Introduced Sales and Operations planning meetings; resulting in enhanced communication with sales personnel and increased customer service ratings with key customers by 25%.

- Established “key” basic operational and financial metrics; daily, weekly, monthly.

Winzer Corporation

Director of Marketing - Industrial

March 2005 - November 2007 (2 years 9 months)

Dallas, Texas

During my time as Director of Marketing at Winzer, I managed a group of 6 Product Managers responsible for developing and maintaining industrial products for a privately held industrial distribution company. Key accomplishments while in this role included:

- Successfully sourced two of the top-selling legacy product lines with overseas vendors, resulting in improved quality and annual savings of over \$500K.
- Led and directed a project to eliminate catalog cost production by introducing cooperative advertising into existing catalog (\$100K annual savings).
- Enhanced alignment with brand strategy by leading the conversion of top selling SKU's to private label products, resulting in 20% increased profit margin for those products.
- Designed and implemented product assortment plans for region-specific accounts leading to a 200% year to year increase in sales for company's most profitable product line.
- Rationalized and consolidated product offering for leading product line (hex cap screws), resulting in an inventory reduction of \$700K.

Fastenal Company

15 years 8 months

Regional Operations Manager

January 2004 - March 2005 (1 year 3 months)

Kansas City, KS

As Regional Operations Director, was responsible for all central distribution operations within a 8 state Region of the United States. Duties included leading over 150 employees to fiscal, operational, and strategic goals.

District Manager

September 2001 - January 2004 (2 years 5 months)

Forth Worth, TX

Responsibilities included sales, sales management, recruiting, employee development, property management, profit and loss responsibility, and inventory management

Purchasing Manager

August 1995 - September 2001 (6 years 2 months)

While in this role, I was responsible for all central purchasing activities of the Southwest Region of the United States. Highlights of key accomplishments include:

- * Decreased inventory by 22.5% from \$7.2 million to \$5.5 million and increased fulfillment for sales locations from 82.5% to 84.67% by working directly with the local vendor base and by reducing the number of stocked SKU's from 30,000 to 20,000.
- * Lowered freight costs by implementing efficiencies in the distribution network, mainly through direct work with transportation department.
- * Responsible for \$18 million annual spending budget.
- * Managed 18 people in four different departments. Management of these departments included monthly labor budgets and personnel decisions.
- * Member of top management group who oversees the Distribution Center's P&L and decision-making body concerning the need for capital improvements.
- * On site ISO Representative assisting in internal and external certifications.
- * Implemented Quality Control metrics and increased controls to improve quality and employee accountability.

Purchasing Agent

January 1992 - August 1995 (3 years 8 months)

Dallas, TX

Notable accomplishments while in this role included:

- * Aided in determining initial product mix of inventory (worth \$2.5 million) needed for newly established Distribution Center.
- * Negotiated pricing, delivery and payment terms while establishing new vendors on a local level.
- * Traveled to sales offices throughout the Southwest Region to educate employees on the company's purchasing practices.

Retail Sales and Support Specialist

August 1989 - January 1992 (2 years 6 months)

Learned basics of store operating procedures and functions. Key responsibilities included:

- * Assisted with ordering, processing, and delivering customer orders that generated monthly sales of \$100,000.
- * Helped determine merchandising and layout of the new store to create a smooth transition from one product commodity to another.
- * Designed and implemented delivery schedule for local and out of town customers, eliminating the need for an additional full time delivery driver.

Education

Columbia Southern University

Bachelor of Arts - BA, Business Administration and Management,
General · (1999 - 2000)

Western Illinois University

Contact

www.linkedin.com/in/daniel-cantu-43974b17 (LinkedIn)

Top Skills

Supply Chain
Strategic Sourcing
Supply Chain Management

Languages

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

Daniel Cantu

Procurement Executive | MBA
Dallas/Fort Worth Area

Summary

Global Sourcing Strategist with +14 years of result driven performance in USA and Mexico with Fortune 500 companies in consumer goods, manufacturing and automotive Industries.

Experienced at designing sourcing strategies and executing cost reduction projects that involve process design, change management, technology adoption, and teamwork.

Specialties: Category strategy development, Spend analysis, RFX process, Negotiation, Supplier phase in/out, Contracting, Performance evaluation, Risk management, Compliance, Leadership.

Experience

Keurig Dr Pepper Inc.
Senior Manager, Packaging Procurement
febrero de 2019 - Present
Plano, Texas

Nemak
Head of Procurement - Direct Materials
agosto de 2016 - noviembre de 2018 (2 años 4 meses)

Whirlpool Corporation
5 años 1 mes

Global Category Lead - Global Indirect Procurement
enero de 2013 - julio de 2016 (3 años 7 meses)
Benton Harbor y alrededores, Michigan, Estados Unidos

- Led global category strategies for Professional Services with a managed spend of \$300 M USD.
- Exceeded savings by 40% and Increased managed spend to 90%.
- Improved business partner and stakeholder satisfaction ratings.

- Co-lead for Employee Engagement for the Whirlpool Hispanic Network.

MRO Category Manager - Global Indirect Procurement

julio de 2011 - diciembre de 2012 (1 año 6 meses)

Apodaca, N.L.

- Led sourcing strategies for MRO with a regional spend of +\$80M USD.
- Responsible for global category Integration and “Best cost country sourcing” initiatives.
- Drove initiatives to reduce costs and spending by 10% YOY.

PepsiCo

5 años 7 meses

Procurement to Pay Leader (P2P)

marzo de 2008 - marzo de 2011 (3 años 1 mes)

Mexico City Area, Mexico

- Functional Lead for SAP Implementation for all Indirect Procurement Categories.
- Structure and standardize procurement processes for PepsiCo's Business Units in Mexico.
- Successfully implemented SAP to replace Oracle in 18 Manufacturing Divisions.

Sr Buyer - Indirect Procurement

agosto de 2007 - marzo de 2008 (8 meses)

Monterrey y alrededores, México

- Negotiated purchase contracts for goods & services with managed spend of \$30 MUSD

Jr Buyer - Supply Chain Procurement

febrero de 2006 - agosto de 2007 (1 año 7 meses)

Monterrey y alrededores, México

- Negotiated supply chain services and monitored import/export traffic (inland, multimodal, sea).

Procurement Rotational Program

septiembre de 2005 - febrero de 2006 (6 meses)

Monterrey y alrededores, México

- Assisted on the supply chain flow of promo items, raw material, finished goods and commodities with the objective to identify roadblocks and propose solutions.

Education

University of Notre Dame - Mendoza College of Business

Master of Business Administration (M.B.A.), Executive MBA · (2014 - 2015)

Tecnológico de Monterrey

Bachelor's degree, International Business · (2000 - 2005)

Contact

www.linkedin.com/in/greg-foster-1a82b811 (LinkedIn)

Top Skills

Manufacturing

Lean Manufacturing

Six Sigma

Greg Foster

Procurement Manager at Raytheon Space and Airborne Systems
Garland, Texas

Experience

Raytheon Space and Airborne Systems
Procurement Manager
September 2013 - Present

Raytheon E-O Innovations
Planning Manager
August 2012 - September 2013 (1 year 2 months)
Richardson, Texas

VLSIP Technologies, Inc.
Materials Manager
May 2007 - August 2012 (5 years 4 months)

Celerity
Materials Manager
January 1998 - May 2007 (9 years 5 months)

Contact

www.linkedin.com/in/chris-elrod-7971b98 (LinkedIn)
ageconsearch.umn.edu/bitstream/6885/2/sp08el01.pdf (Other)
repository.tamu.edu/handle/1969.1/ETD-TAMU-2858 (Other)

Top Skills

Lean Six Sigma Kaizen Leader
Lean Six Sigma Black Belt Training
Forecasting

Honors-Awards

PepsiCo 2016 Chairman's Award

Chris Elrod

Sr. Manager Flexible Packaging Procurement Center of Excellence
at PepsiCo
Dallas/Fort Worth Area

Summary

Supply Chain Management

Specialties: Procurment Strategy, Supply Chain Development & Optimization, Analytical Risk Modeling, Forecasting, Logistics, Contracting & Negotiation, Lean Six Sigma

Experience

PepsiCo

10 years 10 months

Sr. Manager Flexible Packaging Procurement Center of Excellence
July 2017 - Present

Plano, TX

Lead for Global Fiber Innovation & Disruptive Packaging, COE Base Film lead for AMENA, and Rigid Packaging lead for the Global Nutrition Group.

Core Materials Global Procurement Manager

August 2015 - July 2017 (2 years)

Plano, TX

-Managing North American Foods Base Film Procurement that goes into the structures that form our final packaging

-Also support the management of resin procurement for the base film as well as the adhesive layers for our final packaging structures

Agro Innovation Manager

July 2012 - August 2015 (3 years 2 months)

Plano, TX

-Potato Procurement Strategy & Productivity

-LSS Black Belt lead for Agro Procurement

Commodity Manager

January 2011 - June 2012 (1 year 6 months)

-Milled Grain Procurement Manager for PepsiCo Foods NA

-Manages books for cornmeal, flours, specialty grains, and edible beans

Agro Field Manager

August 2009 - December 2010 (1 year 5 months)

- Manages and contracts storage and fresh potato supply located in the southeast United States and the Great Lakes
- Driven towards material and logistical productivity
- Forecaster of chief agricultural inputs i.e. fertilizer

Purchasing Analyst

September 2008 - July 2009 (11 months)

- Provide analytical support for the Potato Procurement Team
- Develop new forms of contracts targeting input cost risk mitigation.
- Supported cross functional productivity

Texas A&M University

Graduate Research Assistant

August 2006 - August 2008 (2 years 1 month)

Graduate research on risk mitigating marketing strategies for agronomically diverse cotton farms

- Extensive use of risk modeling software (Simetar)
- Extensive use of Excel

-Jan 2008- Presented research at the Beltwide Cotton Conference in Nashville, TN

-Feb 2008- Presented research paper at the Southern Agricultural Economics Association's meetings in Dallas, TX

Stillwaters Vineyards

Vineyard Manager

2003 - 2006 (4 years)

Paso Robles, CA

- Supported day to day operations within the vineyard and wine production
- Management of field workers

Education

Texas A&M University

MS, Agricultural Economics · (2006 - 2008)

California Polytechnic State University-San Luis Obispo

BS, Agribusiness · (2002 - 2006)

Garces Memorial Highschool

· (1999 - 2002)

Contact

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

Top Skills

Project Management
Business Strategy
People Skills

Brown Michael

Procurement Manager at Lockheed Martin Aeronautics
Arlington, Texas

Summary

An ambitious and cost conscious sourcing professional with demonstrated expertise in project management, production control, risk management, capacity planning, purchasing, inventory control, and logistics. Sets a clear objective and establishes the practices and procedures necessary to achieve results. Expertly plans and leads material operations, ensuring proper levels of supplies to eliminate lost time incidents. Sees programs through from conception to completion, maintaining an atmosphere of productivity. Focuses on meeting company needs to ensure success.

An adaptable and broad-minded decision maker who reviews the facts before implementing innovative new ideas that boost effectiveness. A reliable, personable team player who collaborates with various departments to streamline activities and complete objectives in a timely manner. With a goal minded attitude, expertly negotiates with vendors to reduce expenses while maintaining quality. A creative and hard-working leader who enhances employee skill sets to expand on company versatility. Instrumental in development and securing an environment of growth.

Specialties: -Strategic Cost Management, Anklesaria Group, Inc,
-Leading Me, Leading You Leadership Training
-Influencing Skills
-Cultural Awareness
-Fundamentals of Project Management
-Win Win Negotiations
-Networking Organization

Experience

Lockheed Martin Aeronautics
9 years 9 months
Procurement Manager

July 2010 - Present

Manages subordinate teams overseeing the management of supplier cost, schedule and technical performance on moderate-to-high-risk, modified Commercial Off The Shelf, performance specification and complex build-to-print subcontracts for commercial, DOD and international programs. Leads multifunctional subcontract management teams. Directs contract administration. Responsible for coordinating subordinate employee recruitment, selection and training, performance assessment, work assignments, salary, and recognition/disciplinary actions.

Procurement Representative

October 2009 - July 2010 (10 months)

Sourced and purchased machinery, equipment, tools, raw material, parts, services, for operation of an 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 processes.

Conferred with suppliers and analyzed suppliers' operations to determine factors that affect prices and determines lowest cost consistent with quality, reliability, and ability to meet required schedules.

Reviewed proposals, negotiated prices, selected or recommended suppliers, analyzed trends, followed up orders placed, verified delivery, approved payment, and maintained necessary records.

Nokia

Sourcing Manager

June 2000 - June 2009 (9 years 1 month)

Planned and managed material related activities in research and development subproject/project work. Sourced, negotiated, contracted, and ordered cost efficient supply of materials, products, and services. Implemented demand/supply logistics models to achieve world class reputation while reducing costs and lead-times.

Developed supplier performance and created corrective action plans.

Followed and fulfilled operations/supply management requirements and tasks through new product implementation process, taking into account purchasing strategies and key suppliers.

Nokia Mobile Phones

MSM

2000 - 2009 (10 years)

Education

BHS

Contact

www.linkedin.com/in/bill-fuentes-96b42b2 (LinkedIn)

Top Skills

Contract Negotiation

Data Center

Cross-functional Team Leadership

Languages

English

Certifications

Certified Hardware Asset Manager

Certified Commercial Contract Manager

Certified Government Contract Manager

Lean Six Sigma Greenbelt

Certified Software Asset Manager

Bill Fuentes

Senior Manager, Procurement and Contracting at RealPage, Inc.
Plano, Texas

Summary

I am an enthusiastic and experienced IT Procurement, Contracts, and Supplier Management professional , who thrives on being part of, as well as leading, a successful and productive team. I am a working manager capable of both tactical and strategic operations. I develop innovative and creative solutions to problems. I am able to work well on my own initiative and demonstrate the motivation required to meet the tightest of deadlines.

Specialties: Direct and Indirect - IT Hardware, Software, and Professional Services Procurement. Supplier Management, Negotiation, Purchasing, Government, Education, State & Local Procurement, Spend Optimization, and Supply Chain Management. Supplier Diversity and Small Business Programs. Software and Hardware Asset Management. Healthcare client management, HIPAA. Lean / Six Sigma

Experience

RealPage, Inc.
Senior Manager, Procurement and Contracting
September 2018 - Present
Richardson, Tx

British Telecom
IT Procurement / Contracts / Senior Category Manager / Supplier Relationship Management/Diversity
July 2015 - September 2018 (3 years 3 months)
London and Dallas

Senior Global IT Category Manager - SRM - Global Procurement

My team covers Americas including LATAM - Manage major category suppliers, spend, and risk for business units. Manage Software, Hardware, and Services. Negotiate and manage contracts for categories including competitive

bids and RFP's as well as direct negotiations. Own and Manage Supplier Diversity Program for the US. Support internal and external client existing business, support sales efforts for new business. Create and run strategy for cost and process efficiencies for all managed spend. Define and run strategy for Vendor Management (VMO)/Supplier Relationship Management (SRM). Categories and Suppliers I manage include Cisco and IT Security for the Americas and Global Cisco strategy. Manage supplier performance and relationships to ensure performance targets are achieved, including achieving optimal costs, and delivery. Cisco - Microsoft - Oracle - SaaS. Supplier Strategic Alliance Procurement ensuring all commercial terms for our Strategic Partners and Supplier contracts are fit for purpose using governance, scorecards, and improvement plans.

Dell

4 years 6 months

Client and Supplier Contract Compliance Manager / Supplier Relationship Management / IT Procurement

October 2012 - July 2015 (2 years 10 months)

Austin and Plano, TX

Dell Services Healthcare business unit, managing contract compliance between Dell and our Healthcare clients and Suppliers. This includes negotiating, creating, and managing master agreements between Dell and client. Supplier Relationship Management is the key part of my current duties, which includes negotiating, creating, and managing Supplier contracts / SOW's between Dell and Supplier. Run Supplier Quarterly Business Reviews (QBR). I audit and report on performance of the agreements. Procurement of IT Hardware, Software, and Services. HIPAA Compliance Manager for specific accounts within Healthcare Services.

Public / Large Enterprise Business Procurement Manager(BPM) . Global Category Manager (GCM)

February 2011 - October 2012 (1 year 9 months)

Senior Procurement Manager and leadership for Dell Services Americas and Latin America Large Enterprise accounts. This is a single point of contact for all Procurement related issues including supplier contract rationalization and optimization (hardware, software, and services). Personally responsible for annual hard savings target of \$5M. Management of IT Buyers / Indirect Spend. I am a valued cross-functional team member and individual contributor on current large scale projects including Value Stream Mapping of Procurement and Contracts processes. Responsible for driving strategic initiatives related to Procurement and Supplier Management.

Perot Systems

Senior Government Procurement, Diversity, and Contracts Manager
November 2008 - February 2011 (2 years 4 months)

Government Security Clearance – 6C. Responsibilities included contract creation, negotiation, and execution of hardware, software, and professional services for Dell Services, Perot Systems and government customer agreements. Managed the Prime Contract and MSA for all aspects of procurement (procure to pay) and Contract (solution, negotiation, and execution) management. Documented savings for 2008 were \$18.9M. Documented savings for 2009 were \$2.5M. Supplier and Third Party Management. Supplier Diversity Manager responsible for program and compliance for all Government Diversity requirements.

Perot Systems

Senior IT Procurement Contract Manager Government and Healthcare
February 2006 - November 2008 (2 years 10 months)

Contract and Supplier Management for both Perot Systems and customer agreements, including the Prime Contract and MSA. All aspects of Supply Chain and Procurement management including processes, procedures, software, assets, and invoicing. Created contract Transition-In and Transition-Out plans, executed both successfully. Solution Architect related to financials, contracts, and procurement. Documented savings of \$23M

Perot Systems

Senior IT Contract Negotiator - Due Diligence Manager
January 2005 - February 2006 (1 year 2 months)

Contracts creation, negotiation, and execution for internal and external customers including new business. Sales team support for all new deals. Vendor negotiations and management. Due Diligence - reviewing, research, and analysis of hardware, software, and services contracts of any Perot Systems potential customers. Included traveling to all customer sites (existing and potential) and interfacing with new deal pursuit teams and customer senior leadership. Solution Architecture including performing evaluation of business requirements, processes, technologies, applications, and information systems to create an as-is baseline for creation of transition-in and implementation plans. Cost Saving and Avoidance solutions, including financial review and M&A analysis. Documented savings of \$12.6M.

Perot Systems

Procurement - New Business Support / Contracts

August 2001 - January 2005 (3 years 6 months)

Create, negotiate, and execute contracts for new business. Includes RFP support and pricing for hardware, software, and services for both external and expanded business with current customers. Drive solutions with cross-functional teams including Sales, Legal, Finance, and IT.

Perot Systems

Global Procurement / Team Leader /Senior Buyer/Supplier Manager
November 1997 - August 2001 (3 years 10 months)

Purchasing of all mainframe and mid-range related hardware and software. Asset Management (Hardware and Software). Supplier and Third party Manager responsible for driving cost effective solutions.

Perot Systems

North American Procurement Buyer
October 1994 - November 1997 (3 years 2 months)

Buyer and Subject Matter Expert responsible for leasing and purchasing of all desktop and server hardware and software.

Perot Systems

North American Corporate Hardware Service Engineer
December 1991 - October 1994 (2 years 11 months)

Responsible for installing, configuring, maintaining and troubleshooting all mainframe and mainframe attached devices and software for all PSC Managed North American Data Centers

NationsBank NA - Bank of America

Data Center Operations
May 1990 - December 1991 (1 year 8 months)

Responsible for installing, configuring, maintaining and troubleshooting all mainframe and mainframe attached devices and software for all NCNB (NationsBank- Bank of America) North American Data Centers.

Education

Dallas Baptist University

Villanova University

Stratford High School

4 Yr · (1981)

Contact

www.linkedin.com/in/gretchen-gayowski-673724b (LinkedIn)

Top Skills

Vendor Management
Telecommunications
Process Improvement

Gretchen Gayowski

AVP - Manager - Enterprise Vendor Management/Risk Management
Dallas/Fort Worth Area

Summary

Results-focused process improvement leader with successful achievements in delivering superior customer satisfaction, maximizing operational effectiveness and fostering and recognizing team performance and success. Proven experience operating within Sarbanes-Oxley (SOX), FDIC, CFPB regulations. Experienced in the disciplines of Project Management, Six Sigma, and Lean principles in both domestic and international markets. Experienced in managing business relationships and negotiations between suppliers, procurement groups, operations, production, finance, engineering and project teams. Expert in Ariba On-Demand configuration. Reputation for organizational skills, comprehensive understanding of business, and analytical capability. Known for visionary and strategic thinking as well as tactical implementation expertise.

Experience

Hilltop Holdings Inc.

Vice President - Enterprise Procurement Manager

July 2015 - Present

Dallas/Fort Worth Area

Program Manager and BPO expert for all enterprise wide procurement activity. Thought leader for strategies and recommendations to support functional procurement transformation and implementation of technology solutions.

Hilltop Holdings Inc.

AVP Manager - Enterprise Vendor Manager/Risk Management

July 2014 - Present

Hilltop Holdings Inc.

Responsibilities include business process analysis, vendor management, enterprise implementation manager for Ariba upstream solutions: Supplier Information and Performance Management, Supplier Qualification Management, Sourcing and Contract Management solutions, supplier due

diligence policy and process analysis, upstream Ariba system configuration, training and vendor risk analysis.

PrimeLending

Sr. Risk Analyst / Vendor Management

August 2011 - Present

Vendor Management and Due Diligence for Marketing, Facilities, IT and Contract Labor agreements; Configuration and Implementation manager for PrimeLending's deployment of Ariba Supplier Information and Performance Management and Contract Management solutions. Process Analysis expert for vendor management and vendor risk assessment.

Verizon

Sr. Consultant

March 2009 - March 2010 (1 year 1 month)

Conducted Analysis of Purchasing and Material Management Operations to support the consolidation of former MCI Procurement Operations into Verizon Purchasing Operations. Process included a gap analysis through interviews, survey and data analysis of product and spends analysis.

ISM-Dallas

VP - Marketing

2010 - 2010 (1 year)

Responsible for marketing data analysis to ultimately drive marketing activity in new directions.

MCI/Verizon

Sr. Manager/Manager

1998 - 2009 (12 years)

Led the purchasing team responsible for all category management activities in the areas of network and non-network material, IT equipment and business services. Designed and implemented vendor scorecards to measure plan vs. actual for equipment delivery, plan against target and on-time delivery. Managed the claims settlement negotiations between WCOM/MCI and suppliers.

MCI

Sr. Manager

1997 - 2007 (11 years)

Through the implementation and management of vendor scorecards and quarterly business reviews, successfully managed vendor relationships that ultimately led 3 out of 4 strategic vendors to win the Verizon Supplier Excellence Award for best in class service.

Education

Southern Methodist University

MLA, Behavioral Science

Hood College

Bachelor of Science (BS), Sociology

Contact

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

Top Skills

Sourcing
Warehousing
Facilities Management

Certifications

Microsoft Office Specialist Excel
2016
Certified Purchasing Manager

Sandra Gajewski C.P.M.

Senior Procurement Agent at Michaels Stores, Inc.
Plano, Texas

Summary

Top performing purchasing professional with more than 18 years of documented and measurable results in improving operations, building strong business relationships and driving profitable growth in intensely competitive markets. Expertise in vendor negotiations and selection, contract management, cost analysis, and change management.

Specialties: #Managing more than \$100 million in capital projects and expenses for various materials handling equipment and services at multiple supply chain facilities.

#Leveraging Six Sigma strategies to realize unprecedented success in inventory control.

#Strengthening business operations and bottom line through cost analysis, operational controls and change management processes

Experience

Michaels Stores, Inc.
6 years 3 months

Senior Procurement Agent/Corporate Travel Manager
May 2014 - Present
Irving, TX

Successfully transitioned Corporate Travel Program to a new vendor with monetary savings of 6% in fees, additional savings in actual provider services of 3% and a 20% operational excellence savings in program management.

Corporate Card Travel & Entertainment and Purchase Card programs transitioned to a new vendor with increased program management savings and a rebate increase of 130%.

Responsible for the management of associates aligned with the Corporate Travel and Card programs.

Manage sourcing and contracting strategies for Facilities, HR, Supply Chain, and Construction, including Store Fixtures 7.7% savings, Exterior Signage 21% savings, HVAC 3% savings, Corrugate avoidance 6%, Service Awards, Contingent Labor and Architectural Services.

Project Analyst

April 2013 - May 2014 (1 year 2 months)

Irving, Tx

Interact with Project Managers to define and develop forecasts to address business requirements, assist with development of project baselines, track costs against elements and internal orders, perform variance analysis and report financials.

Manage Financial Portfolios in upwards of \$20 million in annual spend for multiple Project Managers.

Provide weekly analysis of portfolios to the Project Managers and various levels of upper management and ensure that cost information is accurately reported at the overall portfolio level.

Resolve financial discrepancies in a timely manner, assist Finance to meet IT Operating Board and IT Advisory Board schedule and timelines.

Liaison between Finance, Legal, IT Management and Project Teams for budgets.

Lab Equipment Girls

Aquisition Specialist

September 2012 - April 2013 (8 months)

Corinth

Obtain used medical lab equipment from various hospitals and labs to have refurbished and/or depending on condition resell to the market or to current customers.

Market used lab equipment thru various auction sites for resell.

JCPenney

13 years 9 months

Sourcing Sr. Specialist

2007 - September 2012 (5 years 9 months)

#Spearheaded the implementation of overall sourcing strategy for assigned products including conveyors, conveyor parts, conveyor and mechanical maintenance, MRO Supplies, lift trucks, and pallet wrap machines.

#Realized 40% expense reduction in mechanical generic spare parts spends plus an addition 10% in value added opportunities for specialized training utilizing six sigma tools.

#Eliminated expenses by replacing multiple HVAC service and maintenance vendors in favor of one national provider of both services.

#Research, analyze and assess commodity and service suppliers; perform assessments, appraisals and selections.

#Designed a Project Risk Assessment Tool outlining 13 strategies providing internal clients ownership of risk assessment eliminating excessive supplier P2P requests. Results included a 79% decrease in new account set-up requests.

#Increases usage of e-sourcing tool by 153% thru collaboration and partnership.

#Reduced Contract Risk by collaborating with the Legal/Audit departments for standardized language. Identified most used templates and updated with new language, eliminated least used templates for a 17% reduction.

#Negotiated a 9.8% annualized savings by changing a fixed rate contract to index based.

Assistant Procurement Specialist

1999 - June 2007 (8 years 6 months)

Store Support, 2004-2007

#Sourced and managed approximately \$14 million in office supplies, salon sundries, POS supplies, break room supplies and logistics supplies corporation-wide.

#Drove consistent savings from 7%-45% across all product lines including office supplies, POS, and vinyl pouch program.

Packaging, Marketing, Properties & Supplies, 2003-2004

#Managed daily procurement activities for all packaging supplies including shopping bags, gift boxes, jewelry boxes, angle boards, signing and specialty boxes, and promotional and recognition items.

Realized consistent savings from 6%-62% across all product lines including Angle Board, Service Award Program and Inventory Reduction.

Visual & Packaging, 1999-2003

#Sourced and managed printing and distribution of store visual signage for promotional events and everyday lifestyle properties.

#Saved 54% on catalog signing by converting styrene stock to a paper stock.

Education

University of North Texas

Operations and Supply Chain Management · (2019)

North Central Texas College

Associate of Science (A.S.) · (2011 - 2015)

Taylorsville High School

Diploma · (1984 - 1987)

Contact

www.linkedin.com/in/catherine-shen-57b94311 (LinkedIn)

Top Skills

Procurement

Global Sourcing

Cross-functional Team Leadership

Languages

English (Native or Bilingual)

Chinese (Native or Bilingual)

Certifications

AIAG ISO/TS 16949 Supplier Auditor

Honors-Awards

<>HW (Global) PQD President
Nominated Individual Award <> HW
PQD Top Team Prize Award <> TI
WW Procurement & Logistics Super
Star <> TI WPL Worldwide Planning
Meeting Recognition

Catherine Shen

Procurement Manager|Strategic Global Sourcing| Direct & Indirect
procurement |Supplier Development |Process Innovation
Dallas/Fort Worth Area

Summary

Accomplished Procurement Manager with extensive manufactory procurement, indirect procurement, international purchase and supply chain management experience in multi industries (semiconductor, telecom, hardware); recognized as a strong team leader with integrity, high ethical standards and powerful drive to achieve key business metrics and people development such as cost reduction, global sourcing, on-time-delivery, inventory control, quality control and assurance of supply in dynamic business condition; abundant working experience in highly matrixed multi-cultural organization in Fortune 500 entrepreneurial environment, dedicated team leader with the ability to motivate high levels of performance by others

Experience

Huawei Technologies

Procurement Manager

July 2009 - Present

Dallas/Fort Worth Area

- Local process development and global process localization
- Process continuous improvement
- Procurement strategy development
- Strategic sourcing
- Supplier development and management
- Management of commodities(equipment, material, construction service, installation service, logistics and corporate purchase (indirect) - Marketing, Sale,Legal, Finance, HR, IT, Travel & etc.)
- Contract, negotiation, eCommerce, RFx
- Management of TQC and Cyber Security
- Project Planning, Budgeting and Management
- Organization development

Winner of Global Procurement President Award

Winner of Top Team Prize of Procurement Award

Texas Instruments

8 years 6 months

Supplier Manager

July 2005 - June 2009 (4 years)

Dallas/Fort Worth Area

- Commodities: 1). Leadframe 2). Substrate 3). Packing material
- Spending @ \$200-300M
- Drive TI worldwide cross-functional teams of 10 factories to develop global sourcing strategies to achieve assurance of supply for production, developing supplier with flexibility of technology alignment with TI roadmap and quality compliance, create the strategy and implement the transactions of engagement or disengagement of business with relevant suppliers.

Recognized by TI Worldwide Leadership Committee for WPL Excellence.

Senior Procurement Specialist

March 2002 - June 2005 (3 years 4 months)

- Commodities: 1). Direct Material 2). DMD material
- Spending @\$400M
- Sourcing variety commodities which included Mold Compound, Die Attach, Gold Wire, Solder Ball, Solder Paste and DMD material; Developing best purchase solution and supplier management strategies; Leading Low Cost Country team sourcing and develop suppliers to achieve double-digit cost saving for the company.

Winner of TI Worldwide Procurement and Logistic Super Star Award

Procurement Specialist

January 2001 - February 2002 (1 year 2 months)

- Commodities: 1) Foundry 2). Subcon for External Manufactory
- Spending: \$100M
- Interface between TI business units, engineering departments and vendors for turnkey solution of device development; contract negotiation, supplier management, PO fulfillment and logistic management; Established part# set-up model to improve P2P automation process.

Hand Tool International Inc.

Assistant Operation Manager

1996 - 2000 (5 years)

Dallas/Fort Worth Area

4 Years working experience for sourcing, marketing analysis, purchase planning and negotiation, logistics and inventory management; oversee purchase and marketing assistants.

Education

Texas Woman's University

Master's degree, Business of Administration

Beijing Polytechnic University

Bachelor's Degree, Engineering/Industrial Management

Contact

www.linkedin.com/in/shubhra-bhargava-4584a41 (LinkedIn)

Top Skills

Financial Analysis
Strategic Sourcing
Negotiation

Languages

Hindi
English

Shubhra Bhargava

Global Procurement Manager - Marketing & Sales at Alcon
Dallas/Fort Worth Area

Summary

Dynamic commercial procurement leader leveraging experience in driving global initiatives across multiple indirect categories. Trusted advisor to business in managing & optimizing spend across areas such as third party sales force, market research, agencies, digital and consultancy. Ability to drive transformation projects, enhance operational efficiency and manage cross functional global teams to improve Total Cost of Ownership (TCO) while keeping risks in perspective

Experience

Alcon

Global Procurement Manager - Marketing & Sales
January 2019 - Present

Novartis

Global Supplier Perf & Innovation Manager - Commercial Categories
October 2017 - Present

Novartis

Global Supplier Performance & Innovation Manager - Corporate Spend
September 2013 - Present

Responsible for developing, implementing Supplier Performance & Innovation team approach within Global Corporate Spend Categories - Professional Services, Human Capital and Travel. The focus of the role is to work more collaboratively with our key suppliers to improve productivity by driving transformation projects that are often time above single category & country. As an SP&I Manager we facilitate introduction of innovative suppliers ideas and capabilities to the right people in the business with the intent of opening new channels of discussion leading to new solutions that benefit both Novartis and the suppliers.

Alcon Laboratories, Inc.

Global Category Manager

December 2011 - November 2013 (2 years)

- Developed Alcon's division strategy for Contingent Labor & Professional Services Category and led proactive sourcing projects, specification definition and demand management activities to manage spend of \$200+M
- Program Lead for VMS Program in US to offer visibility into spend, headcount and length of stay. Total managed spend \$80M in first year of roll-out with \$6M + savings. Delivered 7% savings year over year since then.
- Collaborated with HR, Legal and Procurement to prepare organization for change and to issue formal global communication to function managers and vendors and proposed implementation strategy.

American Airlines

Sr. Commodity Manager

2009 - December 2011 (3 years)

Sourcing Lead and Project Manager on CAPEX Programs for aircraft interiors & in-flight systems

Sabre Holdings

Intern

May 2009 - November 2009 (7 months)

marketing analytics and value measurement on existing and new products

Neeley & Associates Consulting

Neeley Student Consultant

January 2009 - April 2009 (4 months)

HSBC Asset Management

Associate Vice President

July 2006 - December 2007 (1 year 6 months)

- Provided advisory to Institutional clients & corporations on their short to medium term investments across portfolio of securities
- Established & strategized distribution network for equity products for the second largest state in India

Kotak Mahindra Bank

Manager

May 2005 - July 2006 (1 year 3 months)

Education

Texas Christian University - M.J. Neeley School of Business
MBA, Finance · (2008 - 2009)

Narsee Monjee Institute of Management Studies
MBA · (2003 - 2005)

Contact

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

Top Skills

Vendor Management
Strategic Sourcing
Procurement

Ami Green, MBA

Sourcing/ Procurement Manager
Irving, Texas

Summary

Strategic Sourcing professional with strong leadership skills that focus on team building, clear communication, and accountability for goal achievement. Experience in purchasing, negotiation, and vendor management. Knowledgeable in leveraging consultative strengths to clearly and effectively identify opportunities, communicate across diverse lines of business, nurture relationships and close deals.

Experience

DXC Technology
Strategic Procurement Manager II
2018 - Present

Support IT and other Professional departments and categories including: Business Process Outsourcing (both onshore and offshore), temporary labor, digital products production and support, management and various types of consultants. Contracting for software licenses, SAS, system and software maintenance, and hardware.

Barrick Gold Corporation
Contracts Category Lead
2017 - 2017 (1 year)

Responsible for delivering International contracts that cover the requirements of the user areas; identifying and developing suppliers in the market to support commercial and operational needs.

Ensure continuous improvement and execution of sourcing strategies, policies, and guidelines for services categories and contracts.

Actively tracking and measuring demand/usage, identify and remedy supply chain inefficiencies associated with the category for all sites.

Develop and implement new concepts in work simplification and cost reduction including life cycle costing, value analysis, and vendor analysis, information necessary to recommend regional solutions.

#

Execute the supplier relationship management process including but not limited to tracking supplier performance metrics, safety history and customer satisfaction metrics.

Pinnacle Entertainment

Strategic Sourcing Commodity Manager

2015 - 2016 (2 years)

Implement sourcing strategies; including analyzing trends, benchmarking best practices, identifying, qualifying, and recommending source of supply that ensure lowest total cost of ownership at the local, regional, and corporate level.

U.S. Cellular

Category Manager II

2012 - 2015 (4 years)

Develop Sourcing strategies that align with USCC's goals for reducing cost and meeting financial expectations, while managing vendor relationships, new product innovation, project implementation and process efficiencies.

The Bartech Group

Procurement Specialist

2011 - 2012 (2 years)

Pioneer new Procurement strategy for high-level client to reduce redundancy and provide a repository for project and spend-related documentation.

Solely responsible for client's RFI/RFP and SOW content and consulting and analyzing raw data to determine supplier suitability. Report directly to VP – Services Procurement.

MetLife

Procurement Associate

2008 - 2010 (3 years)

Develop and implement strategic sourcing plans, lead and manage all phases of the sourcing cycle from initiation to close and follow-up support for projects.

Education

Howard University

MBA, Supply Chain Management, Marketing · (2004 - 2007)

University of Houston

BS, Consumer Science & Merchandising · (1999 - 2002)

Contact

www.linkedin.com/in/thomas-jones-211bb931 (LinkedIn)

Top Skills

Strategic Sourcing
Procurement
Management

Thomas Jones

Procurement Pursuit Manager at Dell
Dallas/Fort Worth Area

Summary

Computer Literate, Proficient in Windows, Microsoft Word, CAS, Asset Center, Excel, Access, Outlook and can learn other packages quickly. Strong departmental and executive management skills. Multi-tasking capabilities. Highly developed communication and interpersonal skills.

Experience

Dell
Procurement Pursuit & Transition Manager
August 2013 - Present

Dell
Procurement Pursuit & Transition Manager
2013 - Present

Hewlett-Packard
13 years 7 months
Strategic Procurement Manager
2009 - July 2013 (4 years 7 months)

Perform and coordinate negotiations of agreements between HPES/EDS, HPES/EDS clients and Suppliers. Maintain the HPES/EDS contract information systems and files by loading new agreements, amendments and updates to the contract record systems and files. Provide Regional Sales support from SCM (Supply Chain Management). Coordinate SCM category teams to support New Business pursuits. Research Hardware, Software, Admin. Services and Maintenance options and pricing for New Business via RFP's. Perform Contract reviews, comparisons and 3rd party due diligence. Coordinate SCM support and develop transition plan to move clients from New Business to day to day. Coordinate loading of HPES/EDS SCM systems with appropriate information. Prepare and send notice letters to suppliers and clients concerning access rights, transfer of financial responsibility and transfer of ownership of product.

Procurement Specialist

2007 - 2009 (3 years)

Gather reports of client's agreements and assets via SCM tools for transition back to client. Coordinate with EDS client account teams, EDS Digital Workflow and local team members to generate and load the EDS/Client IT Asset records to the EDS Global repository instance of Asset Center per Global region. Perform and Coordinate reconciliation of EDS/Client Software licenses per EDS client account, region and supplier by utilizing the developed Software Reconciliation tool.

Procurement Specialist

2005 - 2007 (3 years)

Perform and coordinate negotiations of agreements between HPES/EDS, HPES/EDS clients and Suppliers. Maintain the HPES/EDS contract information systems and files by loading new agreements, amendments and updates to the contract record systems and files. Provide Regional Sales support from SCM (Supply Chain Management). Coordinate SCM category teams to support New Business pursuits. Research Hardware, Software, Admin. Services and Maintenance options and pricing for New Business via RFP's. Perform Contract reviews, comparisons and 3rd party due diligence. Coordinate SCM support and develop transition plan to move clients from New Business to day to day. Coordinate loading of HPES/EDS SCM systems with appropriate information. Prepare and send notice letters to suppliers and clients concerning access rights, transfer of financial responsibility and transfer of ownership of product. Coordinate SCM support for account shutdown or divestitures. Gather reports of client's agreements and assets via SCM tools for transition back to client.

Procurement Support

2000 - 2005 (6 years)

Support the procurement and vendor agreement supervision for EDS internal, commercial, and federal government accounts and customers in a fast-paced team environment. Process purchase orders by securing data, researching procurement material, confirming quote information and accelerating deliveries. Guarantee compliance between EDS SCM and Customer practices, procedures and contracts. Service customers by assisting with knowledge regarding procurement procedures, policies, forms and status of purchase orders. Gather client expenditure allowances to determine trends and maximize buying power for the customer. Furnish instruction to accounts pertaining to updated procurement forms and procedures. Train requestors, new Software and Administrative Services team members and new EDS

SCM team members. Manage account profiles and follow-through with the purchase, disposal and transferal of used software or equipment along with related components. Identify and resolve contract management issues by working with category managers, contract negotiators and legal department. Maintain the vendor file by providing updated information on current vendors and new additions to the vendor file. Develop and grow a relationship with the vendors supported to ensure quality, service and pricing favorable to EDS accounts and customers.

Red Ball Oxygen Co./A&B Safety, LLC
Operations Manager, Inside & Outside Sales
1996 - 2000 (5 years)

Serviced customers, placed orders for outside sales force, maintained store inventory and appearance, reported inventory-pricing discrepancies and developed customer-financing program. Performed audits, company and customer evaluations and forecasting during acquisition. Conducted the functions of operations, purchasing, human relations, inside and outside sales, public relations, finance, accounting, safety and special Red Ball projects after the acquisition of Safety Company.

Ochsner Sisters of Charity Health Plan- Health Advantage
Administrative Assistant Intern
1994 - 1995 (2 years)

Helped create and maintain informational database on five hundred physicians. Updated and maintained fiscal provider files. Prepared mail-outs for Administration and Claims divisions. Assembled provider manuals.

Education

LSU Shreveport

Bachelor of Science, General Business Administration · (1990 - 1996)

Contact

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

Top Skills

Leadership
Start-ups
Customer Service

Brian White

Global Procurement Indirect Senior Manager
Dallas/Fort Worth Area

Summary

Experienced Global Procurement Manager with a demonstrated history of working in the food & beverages industry. Strong purchasing professional skilled in Operations Management, Sales, Retail, Cold Calling, and Pricing Strategy.

Experience

PepsiCo

Sr. Manager Global Procurement

November 2013 - Present

Plano, Texas

PepsiCo operates a Fleet of over 40,000 vehicles in North America across both the Foods and Beverage organizations.. The Manager, Indirect Procurement-Fleet Expense is responsible for managing, implementing, coordinating and executing the commercial, business and other aspects of sourcing Fleet Expense Items. Fleet expense Items include major categories such as fuels, tires, rentals, parts, and services. It includes managing, administering and executing activities associated with all aspects of procurement, contract development/administration, negotiations, supplier selection & management, supply chain management, systems, financial cost tracking. The position requires interpersonal and management skills with independent judgment and knowledge of procurement, contract development, negotiations, administration and supply chain management practices. It also requires one to communicate with Functions such as Operations, and Supply Chain both in the Foods and Beverage operations.

PepsiCo

Business Development/Capabilities Manager

February 2008 - October 2014 (6 years 9 months)

Establishing start up internal logistics provider for PepsiCo Eco System. Developing tools for increasing sales revenue and profits for Pepsi Logistics Company, Inc.

Stevens Transport
Sales Executive
June 2007 - February 2008 (9 months)

Schneider National
Director - Transportation Management/Logistics
2003 - June 2007 (4 years 6 months)

Provide domestic and international leadership, on-site integration, and operational support to the Inside Sales Group for all North American business. Act as a liaison between the Inside Sales Group and all key operational interface departments supporting domestic and international business.

Verizon Wireless
Store Executive
2002 - 2003 (2 years)

Managed day-to-day operations of a single location while leading 10 sales agents, 4 customer service agents, and one operations manager.

Target
General Manager
1994 - 2002 (9 years)

Managed day-to-day operations of a single location with responsibility of a \$50 Million P&L while leading 40 associates and directing the workmanship of 240 team members.

Education

Kansas State University
BS, Marketing · (1989 - 1994)

Contact

www.linkedin.com/in/yohanna-labrador-9ba8118 (LinkedIn)

Top Skills

Strategic Sourcing
Contract Negotiation
English

Languages

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

Certifications

professional certificate in sourcing management

Yohanna Labrador

Procurement Process Manager at LSG Group
Dallas/Fort Worth Area

Summary

Product Management • Sourcing Management • Brand Management

Energetic resourceful and seasoned Vendor Relations Professional highly motivated with solid experience working directly with domestic and import vendors, buyers and sales organizations. Self-directed individual recognized as a quick learner with unique ability to identify key issues and recommend solutions. I exhibit strong leadership and management capabilities in the areas of planning, coordinating, and execution. Demonstrated unique ability to maintain a positive attitude while managing multiple projects, deadlines and delivering results within budget. I have a proven track record with building and strengthening relationships with internal and external business customers.

DEMONSTRATED STRENGTHS

- Business/Strategy Planning
- Product Development/Design
- Sourcing/Purchasing
- Private Brand Management
- Vendor Relations
- Analytical
- Negotiation Strategy
- Innovative
- Cost & Retail Analysis
- Market Research
- Financial Management
- Cross-functional team leadership
- Projects Management
- Detail/Results Oriented

Experience

LSG Group
Procurement Process Manager-6 Direct Reports
2018 - Present
Irving, TX

Work in collaboration with the customer group and other Procurement personnel to determine current and future sourcing needs, gain alignment on

the best method for fulfilling those needs, and monitor ongoing effectiveness of the process

- # Assist in the development and implementation of material forecasting plan to achieve cost-effective inventory management while meeting CSC delivery requirements

- # Manage menu presentation calendars and the flow of information between Program Management teams and Procurement shareholders

- # Monitor issue management process daily to ensure efficient and effective resolution of reported issues, and take appropriate action to address failures

- # Serve as primary contact for issue escalation, both internally with operations or other departments, and with airline customers

- # Track team performance against established deadlines and implement effective countermeasures when needed to ensure timelines are met

- # Develop and lead process improvement activities for existing processes and support creation of new processes with emphasis on upstream/downstream improvement

- # Optimize profitability through design and material costs that support customer and financial targets.

- # Established processes to develop and implement formal sourcing strategies for spend categories for Bakery/ Desserts (development work/succession projects for Future Category Managers)

Leadership

- # Ensure that the area of responsibility is properly organized, staffed and directed

- # Guide, motivate and develop the directly and indirectly subordinate employees

- # Develop and implement processes, standards, policies, strategies and concepts to optimize the best practices to optimize the direct procurement team.

- # Conduct MP presentation planning, performance and opportunity/risk reporting, and internal customer calls; provide input to continuously improve these processes.

LSG Sky Chefs

Procurement Category Manager

November 2011 - Present

Irving, TX

- Strategically managed the sourcing strategies for assigned category and sub-category as directed by the Director and VP of Procurement.

- Responsible for multiple Direct Procurement categories representing over \$70 MM annual spend.
- Assigned categories are seafood, bakery, proteins, and specialty foods i.e. Asian and Halal and all Beverages.
- Provide research, analytical, and general support within the Category Procurement Team for specific Ingredient categories.
- Drive performance that results in year over year cost reductions through the standardization of products and pursuit of best possible commodity/service costs
- Negotiate commercial terms and implement contracts with suppliers that provided LSG with the optimum solution for Price, Quality and Service
- Successfully implemented programs that brought overall savings to the bottom line in excess of 1M.
- Evaluate and communicate market trends, new products, technologies and competition to leverage sourcing activities
- Provide detailed analysis of RFP, RFQ for all my assigned categories.
- Provide research and analytical support for Procurement's initiatives, special projects, and strategic opportunities such as the "Data Cleanse" project where we cleansed over 10K materials so that we could better implement our strategies.
- Resolve issues and execute solutions to problems for vendors and CSC's (Customer Service Centers) for Airline Accounts
- Analysis of ingredient product codes and acted as a resource for data consolidation project in SAP purchasing systems
- Ensure that vendor performance issues are addressed quickly without interruption of the business or the airlines
- Work cross functionally with other teams i.e. Operations, Supply Chain, and field CSC's to implement programs and processes.
- I manage buyers that work under my supervision to insure all goals and projects are met while developing their growth and knowledge.
- Other duties assigned to ensure overall department efficiency

Accor hotels

Commodity Specialist

December 2008 - June 2010 (1 year 7 months)

Sourcing:

Strategically managed the sourcing strategies for assigned category and sub-category as directed by the Director and VP of Procurement.

Managed the following categories: All case goods, Pest Control Services, Chemicals, Energy Contracts and IT software and hardware.

- # Negotiated commercial terms and implemented contracts with suppliers that provided Accor with the optimum solution for Price, Quality and Service.
- # Drive performance that results in year over year cost reductions.
- # Provided detailed analysis of RFP and successfully managed and implemented strategic program that brought savings to the bottom line in excess of 600K for pest control and chemicals.
- # Ensured that suppliers and/or transitions are contracted and managed without interruption to the business.

Commodity Management:

- # Managed the daily issues with each assigned commodity to ensure that the business needs are met.
- # Resolved issues and executed solutions to problems under the direction of Director and VP of Procurement.
- # Insured the timely accuracy of database information (Oracle 11i) to enable the ordering, processing and invoicing processes.
- # Identify, assess, and pursue supplier development opportunities based on expected impact to Accor.
- # Worked collaboratively with teams i.e. legal, operations, and Marketing, Quality and New construction departments.

Accor Hotels

Contracts Administrator

January 2007 - December 2009 (3 years)

- Created drafts of agreements, amendments to and or extensions of contracts.
- Acted as liaison between company and subcontractors and or suppliers to insure timely completion of contracts.
- Issuing of contract numbers using contract database as indexing tool and denoting contract number and date it was assigned on Negotiation Strategy Form.
- Logging in Nominated Supplier Data base of all 400+ contracts all the business terms negotiated in new or revised contracts and amendments.
- Logging contracts and amendments in Contract Log worksheet to insure timely completion by tracking times and dates the contract went to supplier or internal departments.
- Administrative duties such as mass mailings, creating of invoices for suppliers to pay funds owed, making sure all contracts had legal stamp, auditing, making copies and insuring all was mailed out on time.

- Prepared and processed specifications, test, progress reports, and other exhibits that may be required.
- Tracked on a quarterly basis contracts up for termination or Expiry so renewals would be done on a timely basis.
- Tracked and maintained all the back-up for RFPs done by the buyers.
- Researched, requested and tracked financial information from current suppliers to new suppliers and insured we had financial approval by our finance department on file.

Accor Hotels

Sr. Supplier Coordinator

April 1997 - January 2008 (10 years 10 months)

- Worked cooperatively with strategic vendors to expedite the renovation process for over 300 Motel 6, Studio 6 and Red Roof Inns Company owned properties as well as Franchisees in the United States and Canada.
- Ordered all the FF&E required to renovate the properties from ground up. Projects ranged from 50,000 to 800,000. Tracked all shipments with Suppliers to insure it was received on time and in good condition.
- Managed 20 + renovations at a time for 5 project managers from start to end of the project. Scope of projects ranged from complete new builds to complete renovations to smaller scale bath rehabs.
- Processed Capital and Expense Purchase order requests for multiple regions for both OSE (Operational Supplies and Equipment) and FF&E (Furniture, Fixtures and Equipment”).
- Maintain close relationships with vendors and Project Managers and contractors to achieve goals.
- Intensive customer service in dealing with Vendors, Property Managers, and Contractors, and logistics companies with issues with renovations, late orders, damage claims and returns.
- Support and Process Invoices to make sure all vendors are paid and that they are in compliant with our systems.
- Trained locations on Purchase Pro Purchasing systems and new employees coming in to our department on various programs and systems used.
- Heavy data entry of all types of materials including IT software and hardware ordered by the corporate office from 1,000 dollar orders to orders that exceed 800,000 dollars.
- Served as Quality Team Captain and implemented standard processes within my team to insure quality customer service was provided to Corporate and field customers.
- Item maintenance in Oracle Database as well as Purchase pro.

Accor Hotels
Procurement Clerk
April 1997 - October 1998 (1 year 7 months)

Education

The University of Texas at Dallas
Professional Certification, Sourcing Management · (2006 - 2007)

North Garland High School

Contact

www.linkedin.com/in/albertamerson
(LinkedIn)
www.instituteforsupplymanagement.com
(Other)
www.pmi.org (Other)
www.aualum.org (Other)

Top Skills

International Supply Chain
Management
EPC
Operations Leadership

Certifications

Certified SAP R/3 Application
Consultant

Albert Amerson

International Supply Chain Mgr | Global Sourcing | Mega LNG
Project Contract Management | Major Capital Procurement
Dallas/Fort Worth Area

Summary

Accomplished Team Leader capable of developing the Contracting and Procurement (CP) Strategy, Plan, Execution Road Map, and Delivering large-scale Major Capital Projects (MCP) on schedule and within the approved budgetary funding, by effectively Collaborating, Facilitating, Leading and Coaching multiple Supply Chain Management (SCM) Project Teams.

Expert in the implementation of MCP critical business initiatives, as evidenced by the 100% Ubon Project – CP success rate by integrating its' strategy and plan within the Project Master Schedule, to ensure Value Assurance Review Stage 2 was presented successful to the Board of Directors, for the project approval of go forward into Front End Engineering Development (FEED).

I'm a master at driving the adoption and enforcement of Policies, Procedures, Guidelines, and Health Safety & Environment Standards by removing impediments and fostering self-management within the MCP Teams.

Capable of bringing overwhelming enthusiasm and awareness to MCP, by applying expert judgment in the removal of impediments, doubters, keeping teams focused, and delivering successful project initiatives in a rapidly evolving and dynamic environment. Substantial International and Domestic experience in the execution of MCP's located in Cameroon, Nigeria, Holland, Malaysia, South Korea, Kazakhstan, Thailand, and the USA for both Client and Contractor Organizations.

CORE COMPETENCIES & GENERAL CP STRENGTHS INCLUDE:

- Contract Management
- Procurement
- Strategic Project Planning & Execution

- EPC
- Global Sourcing
- Vendor Management
- Operations Leadership
- Oil & Gas
- Communication & Presentation Skills
- Cross Functional Team Building
- Continuous Improvement
- Communication & Presentation Skills

Experience

Cameron LNG

Project Manager, Contracts and Procurement

November 2016 - Present

Lake Charles, Louisiana Area

Cameron LNG is developing a Mega Three (3) Train Liquefaction Project, with facilities rated at 14.95 Mtpa, with a circa value in excess of Six (6) Billion US Dollars

I am serving as the the Project Manager of Contracts and Procurement with primary responsibilities for Leading a team of nine (9) during Post Contract Administration / Executing.

Primarily am responsible for assisting the Vice President of Engineering and Construction and the Director Project Controls in administering EPC Contract and other Primary Contracts in completion / support of project execution. I also administer and procure Major Capital Equipment.

The Project Manager of Contracts and Procurement is responsible for managing the EPC Contract and leading the teams in Contract Management, Negotiation, and Change Management, while ensuring Contract Compliance.

I Track and Monitor Contract Changes, Deliverable's, Legal Correspondence, and Perform Risks Assessment / Migration For Claims.

Global SCM Solutions, Ltd.

Contracts & Procurement Senior Advisor

February 2012 - Present

Dallas/Fort Worth Area, Texas

Subject Matter Expert in SCM consultancy for Contract & Procurement services to various Clients, including FEED Cost and Manpower Estimates to Construction Contractors.

Responsible for drafting of Pre-Qualification Questionnaires, Evaluation of Award Matrix for Contractors Questionnaires Response, and Recommendation To Award Letter.

Provided Contractual Advise concerning the Project Risks & Assurance to a Mechanical Contractor In DFW, that allowed a cost avoidance of \$100,000 and Six (6) Weeks Project Schedule Delay.

OGCS Global Ltd

Senior Contract Consultant | Business Development

January 2014 - December 2016 (3 years)

Dallas/Fort Worth Area

Responsible for Business Development Activity, including SCM Strategy, Planning, and Implementation / Execution of plan, including Contracts and Procurement Consulting Services (as requested) for a select suite of Clients in the Dallas / Ft. Worth, Texas Area.

Oil and Gas Contracts Services (OGCS Global Ltd) is a Quantity Surveying, Contracts Engineering and Project Controls Company. We provide our services to the Global Energy Construction Market with particular emphasis on the Upstream Oil and Gas, Petrochemical, Refinery, and Renewable Sectors.

GLG (Gerson Lehrman Group)

Supply Chain - Subject Matter Specialist In Contracts & Procurement

October 2013 - November 2016 (3 years 2 months)

Dallas/Fort Worth Area

I provide SCM consulting sessions to GLG industry clients helping them to obtain Vendor Approval for a Minority Owned Company for a Major Oil & Gas Operator, Identifying Impediments in a new business initiative to implement SAP in their SCM organization, and providing guidance / advice on writing MCP Guidelines and Procedures for an Engineering Construction Company, etc.

GLG is the world's largest membership network for one-on-one professional learning, comprising more than 400,000 thought leaders and practitioners, including business leaders, scientists, academics, former public sector leaders and the foremost subject matter specialists.

GLG's industry-leading compliance framework allows clients to learn in a structured, auditable, and transparent way, consistent with their own internal compliance obligations and the highest professional ethical standards. Our compliance standards are a major competitive differentiator and key component of the company's culture.

Chevron Thailand EP Ltd

Lead Contracts Advisor

January 2012 - July 2013 (1 year 7 months)

Lead Contract Advisor for Contracting Team responsible for tendering and execution of a Engineering Procurement Construction and Installation (EPCI) Package and EPC Package for a MCP Offshore Platform in the Gulf of Thailand, (circa estimated value of project is 1.2 Billion USD). Project Scope of Work is a Central Processing Platform with an integrated Living Quarters / Flare, and a Floating Storage Offloading Vessel for the Ubon Project.

Expert in the implementation of MCP critical business initiatives, as evidenced by the 100% Ubon Project – CP success rate by integrating its' strategy and plan within the Project Master Schedule, to ensure Value Assurance Review Stage 2 was presented successful to the Board of Directors, for the project approval of go forward into Front End Engineering Development (FEED).

Agip KCO

Senior Contract Administrator

June 2009 - December 2012 (3 years 7 months)

Atyrau, Kazakhstan

On Site Contracts Administrator of Sub-Contracts and Procurement for Major Equipment, Materials, and Services being provided via a Cost Reimbursable / Fee Contract with Aker Solutions AS (circa value of 2.0 Billion USD).

My cost efficient improvements identified and captured in the ordering process, vendor qualification / selection, and delivery time resulted in a bottom line savings estimated at 2.5 Million USD for the Hook Up Commissioning portion of the project.

Shell International EP Ltd

8 years 1 month

Contract & Procurement Advisor

October 2008 - January 2009 (4 months)

Member of the Concept and Front End Engineering Development Team (FEED) to develop the Contracting and Procurement Strategy including Procurement Quilt for the site preparation, administrative office building, catering, drilling site pad construction, pad to processing plant pipelines, mechanical & electrical / instrumentation packages

I leverage Shell Global Alliance Partnerships to identify 25 Million USD in direct project value cost avoidance / savings

Contract & Project Services Manager - Sakhalin II Topsides Project

September 2003 - September 2008 (5 years 1 month)

Manager for the Fabrication, Construction, Procurement, Installation, Commissioning requirements for a re-measured Bill of Approximate Quantities Contracts for the LUNA & PA-B Topsides Projects, that were fabricated at the Samsung Heavy Industries Korean site, with a circa value of 1.0 Billion USD

I directed the Site Team Cost Avoidance / Savings during 2008 in value improvements for the Korean (in country) Service Contracts that exceeded 3.0 Million USD.

Contracts Administrator

2002 - 2003 (2 years)

Administrator for the Sub-Sea Wellhead Equipment, Pipeline, Lay Barge and Installation Contracts for Floating Production Storage Offloading (FPSO) Vessel, circa value of 400 – 500 Million USD.

I created the Model Tendering Documents Templates ahead of the MCP Master Schedule by three (3) weeks allowing submittal to Joint Venture, avoiding 3 months delay to the issuance of Project Budget and Cost Forecasting Reports

Senior Contracts Engineer

2001 - 2002 (2 years)

Created and Implemented Contract Strategy development including the Contract and Procurement Quilt for a group of Sub-Sea Pipeline, Lay Barge Installation, and Logistical Contracts (including Offshore Installation, Marine Vessels, Equipment Packages, and Line Pipe).

I worked with the corporate Category Managers to create, issued, evaluated, and issued the First Shell Gulf of Mexico Online e-Auctions for Pipe, Services, Material, and Miscellaneous Equipment. Cost Avoidance / Savings for project exceed 750 Million USD

I won the Shell Outstanding Achievement Award for the year.

Shell

16 years

Commercial Representative

2000 - 2002 (3 years)

Responsible for the Contract and Procurement Management services for several EPCI Projects via engineering companies, i.e. Flour, Raytheon, Kellogg Brown and Root (KBR), and Mustang.

Changes that I directed led to long term Contracting Strategies resulted in cost saving of 375 Million USD to the project.

SAP Advisor / Consultant Material Management (MM)

1998 - 2000 (3 years)

Preparation of process designs, creation of procedures, training documentation and quick reference guides.

I created the mapping & conversion of legacy data plan. I provided the go-live support & training - e.g. Requisitioning, Workflow, Purchasing, Contracts, SAP Basics, etc.

Contract and Procurement Leader

1993 - 1998 (6 years)

Douala, Cameroon, Africa

Provided the processing of Day-Works / VOR's, Preparation of Interim Valuations, VO's, Claims Negotiation, Creation and Issuance of the Monthly

Forecast / Actual Budgetary Cost Reports, Compilation and Agreement of the Final Accounts for Contracts Close Out.

I enhanced the issuance of the Doula (local) Purchase Orders turnaround time from receiving requisition to ordering materials / services in country or USA, and logistical improvements resulting in cost savings of 175 Million USD during my assignment in Cameroon

Supply Chain - Various Titles

January 1987 - December 1992 (6 years)

Operational Assignments In Drilling

Operational Assignments In Production

Major Capital Projects Assignments in Refinery & Petrochemical

Education

Auburn University

Bachelor's Degree, Business, Management, Marketing, and Related Support Services

Contact

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

Top Skills

Contract Management
Contract Negotiation
Strategic Sourcing

Certifications

Six Sigma Green Belt

Honors-Awards

Young Executive of the Year
Distinguished Service Award
US Army Medals, Badges, Citations,
and Campaign Ribbons
Lennox Celebrate Great Work
Awards

Kristin J Haggard, MBA, MS

Procurement Operations Leader
Grapevine, Texas

Summary

Let's talk about how Supply Chain can increase revenue, reduce costs, and add value to sales! I have 16 years' experience in supply chain management, with extensive experience in vendor management, procurement, contract negotiations and management, domestic and international logistics, global strategic sourcing, and aftermarket parts sourcing. I firmly believe that practicing empathy, resourcefulness, and follow-through every day will keep the sales force happy and foster strong supplier partnerships and growth.

Experience

Charles Schwab
Senior Team Manager, Procurement Operations
March 2019 - Present

Lennox International
Senior Manager, Lennox Stores Sourcing
November 2017 - March 2019 (1 year 5 months)
Richardson, TX

Leads purchasing strategic plans and policies for Lennox Stores: the first choice for HVAC contractors looking for reliable equipment, parts and service. Increases revenue through field sales support and drop ship program, reduces costs through material cost reduction project management.

Lennox International
3 years 11 months
Strategic Sourcing Manager
April 2015 - November 2017 (2 years 8 months)
Richardson, TX

Through collaborative efforts optimizes mechanical supply base to improve value proposition and total cost of ownership. Cross-functional influence and project management to achieve maximum material cost reduction.

Inbound Logistics Manager

January 2014 - April 2015 (1 year 4 months)

Develops and implements logistics plans that may affect the production, distribution, and inventory of finished products in order to enhance product flow. Achieves freight cost reduction through cross-functional influence and project management.

The Exchange

Transportation Analyst III

August 2010 - December 2013 (3 years 5 months)

Managed the transportation spend for the Department of Defense's oldest and largest retail provider, supporting over 11M patrons with \$8B in annual sales.

US Army

Logistics Officer

September 2002 - September 2010 (8 years 1 month)

Executed duties as platoon leader, battalion personnel officer in charge, battalion supply officer in charge, battalion operations officer in charge, installation transportation officer, and contingency operations officer, successfully using leadership and project management skills in each role.

Education

The University of Texas at Dallas

Master's degree, Logistics, Materials, and Supply Chain Management · (2014 - 2015)

The University of Texas at Dallas - School of Management

Master of Business Administration (MBA) · (2012 - 2014)

US Army Logistics Management College

Combined Logistics Captain's Career Course · (2007 - 2008)

University of North Alabama

Bachelor of Arts, Communications · (1998 - 2002)

Contact

www.linkedin.com/in/david-sharp-3437091 (LinkedIn)

Top Skills

Supply Chain Management
Logistics
Project Management

Honors-Awards

Vice President Award for
Improvement - Kit Availability
Process
Raytheon 2012 Supplier Diversity
Executive Award

Patents

Ejector System

David Sharp

Sr. Manager - Procurement & Subcontracts at Northrop Grumman
Dallas/Fort Worth Area

Summary

David is a leader and has a long history of driving efficiencies and affordability initiatives through supplied materials and services into program growth objectives through proven processes and techniques. As a mentor of upcoming company and functional leaders, he facilitates lessons learned and best practices across to other organizations and programs.

Specialties: Material Program Management, Relationship Management, Logistics, Subcontract Management, DOD Procurement, Project Management, Operation Improvement, Process Mapping, Supply Chain Strategy Development, Mentoring, Organizational Changes, Compliance

Experience

Northrop Grumman
Sr. Manager - Procurement & Subcontracts
June 2018 - Present
Greater Los Angeles Area

Orbital ATK
Sr. Manager Supply Chain
June 2017 - June 2018 (1 year 1 month)
Greater Los Angeles Area

Leading and mentoring the subcontract management and procurement teams for the Defense Electronic Systems group.

Raytheon Intelligence, Information and Services
Sr Manager Supply Chain
June 2015 - June 2017 (2 years 1 month)
Indianapolis, Indiana Area

Senior Manager for Supply Chain supporting the Platform and Sustainment Product Area. Oversees execution of Material Program Plans for each

program, manages MPM resources, mentors, and develops various strategic initiatives to meet customer, company, and program objectives. Reporting to David is 20 Material Program Managers with over \$150M of material sales annually. His team is geographically dispersed at locations in Indiana, North Carolina, Georgia, Kentucky, and Canada.

Raytheon Missile Systems

Lead Material Program Manager

September 2013 - June 2015 (1 year 10 months)

Lead Material Program Manager for the SM-6 program. Responsible for \$165M of material sales annually and to transition the program from Low Rate Production to Full Rate production, while implementing numerous affordability initiatives to meet 5th year DTC goals.

Raytheon Missile Systems

4 years 4 months

Lead Material Program Manager

March 2012 - September 2013 (1 year 7 months)

Lead Material Program Manager for the programs within the Phased Adaptive Approach Program of the Air and Missile Defense Systems product line. As the Lead Material Program Manager, oversees execution of Material Program Plans for each program, manages MPM resources, mentors, and develops various strategic initiatives to meet customer, company, and program objectives.

Material Program Manager

June 2009 - March 2012 (2 years 10 months)

Responsible for creating and managing supplier/material strategies for the Standard Missile 3 programs and other advanced products programs. In addition to managing procurement and proposal process, MPM is responsible for working with the engineering and program management team to define the supplier scope of work are aligned to maximize optimal efficiency.

Raytheon Technical Services Company

Pre-Award Services Manager

November 2008 - May 2009 (7 months)

Responsible for managing the proposal process from the IPDS Gate 2 ("Win Strategy") through Gate 4 ("Proposal Submittal") for all supplier, subcontract, vendor, and business partner inputs for key strategic pursuits. Identified

suppliers partnerships and developed sourcing strategies that aligned with key program execution objectives.

Raytheon Integrated Defense Systems

Material Program Manager

February 2008 - November 2008 (10 months)

Responsible for developing and managing \$75M material program for a fast pacing, low capacity development program. Managed procurement, logistic, warehouse, kitting, and kan ban processes to ensure program cost and schedule alignment.

Raytheon Network Centric Systems

Subcontract Manager

June 2007 - February 2008 (9 months)

Responsible for placement, management, and oversight of domestic and international subcontracts in support of various Government defense prime contracts and international contracts. Work included a comprehensive understanding of the DFAR and FAR requirements in addition to a complete understanding of basic contracting strategies to support supplier negotiation techniques.

Eide Bailly LLP

Tax Associate

November 2006 - May 2007 (7 months)

Union Pacific RR

MBA Supply Chain Intern

May 2006 - August 2006 (4 months)

Eide Bailly LLP

Tax Associate

May 2004 - September 2005 (1 year 5 months)

AZ Secretary of State

Legislative Liaison

January 2004 - May 2004 (5 months)

Progressive

Direct Sales Supervisor

November 1998 - December 2003 (5 years 2 months)

Education

Arizona State University - W. P. Carey School of Business
MBA, Supply Chain · (2005 - 2006)

Arizona State University - W. P. Carey School of Business
BS, Accountancy · (1990 - 2005)

Arizona State University
BS, Computer Information Systems · (1990 - 2005)

Contact

www.linkedin.com/in/elgie-hudson-69b81810 (LinkedIn)

Top Skills

Supply Chain

Cross-functional Team Leadership

Materials Management

Elgie Hudson

Global Procurement Manager

Plano, Texas

Summary

- Over 14 years of progressive knowledge in material planning and supply chain management,
- 4 years of procurement experience performing request for proposals and contract negotiations.
- Strong interpersonal and analytical skills
- Manage multiple projects and tasks while being very detailed oriented.
- Practical knowledge of customer service including four years experience in a call center environment.
- Proficient in Microsoft Office products, Windows, Lotus Notes, Oracle, Masterfiles (SBM), MPT, and Cornerstone.
- Excellent written and verbal communication skills with the ability to work individually or in a team environment.

Specialties: commodities, delivery, directing, functional, inventory management, materials management, microsoft excel, networking, packaging, personnel, process engineering, procurement, progress, purchasing, reports, shipping, supply chain, transportation,

Experience

PepsiCo

12 years 9 months

Global Procurement Manager

May 2017 - Present

Dallas/Fort Worth Area

- Oversee the supply chain of the billion dollar Lay's portfolio. Also managed multiple portfolios in 2017 including Ruffles which reached a billion dollars for the first time since inception.
- Responsible for the national supply of seasoning and flexible packaging at our suppliers, co-packers, and Frito Lay plants.

- Participate in brand task force meetings to develop strategies to execute business initiatives.
- Collaborate with suppliers and other 3rd party entities to develop business change that leverages productivity.
- Develop and execute material run out strategies to minimize material obsolescence.
- Create supply chain timeline and communicate to necessary cross functional teams and suppliers to meet new product launches and business change.

Global Procurement Senior Buyer

July 2013 - May 2017 (3 years 11 months)

Dallas/Fort Worth Area

- Executed \$100MM in annual spend for PepsiCo natural gas, coal, and biomass contracts for all manufacturing, distribution, and warehouse locations in the U.S. and Canada
- Develop, manage, and communicate period forecasts for natural gas and motor fuels
- Create annual natural gas budget for all PepsiCo manufacturing facilities based on Annual Operating Plan commodity prices
- Leverage 3rd party relationships to optimize reporting, contract negotiations, Request For Proposal processes, and Ecova payment process
- Manage the tracking and reporting of energy productivity initiatives in Power Steering for roll-up into North America Foods productivity reporting scorecards
- Delivered \$567m in productivity for natural gas for Frito Lay US and Quaker US in 2014 and an additional \$465m in 2015
- Liaison with several internal functions including treasury, finance, operations, and legal teams to ensure 100% compliance of Commodity Risk Management Committee guidelines
- Generated \$30 million of Minority & Women Business Entity spend for natural gas and power (14% penetration)
- Drove change management in volume forecast process for multiple business units throughout PepsiCo
- Conducted Winter Preparation Training to educate all of NAF & NAB site locations on industry practices
- Constructed a training curriculum outlining fundamental information pertaining to natural gas

Global Procurement Associate Analyst

April 2009 - July 2013 (4 years 4 months)

Dallas/Fort Worth Area

- Managed and deployed the national supply chain of vegetable oil for Frito Lay North America Foods (over 850 million pounds of oil worth over \$0.5 billion)
- Spearheaded efforts with multiple cross functional teams and suppliers for a seamless implementation of canola oil into the Frito Lay supply chain
- Reduced freight waste year-over-year by ensuring effective planning, sourcing & transportation decisions
- Subject Matter Expert for Commodity/ Packaging & Seasoning Deployment team for Project Renew responsible for UAT testing and cut-over support to ensure all deployment functionality was not compromised
- Lead user for implementing commodity items into MPT for centralized deployment
- Trained Frito Lay plant personnel on deployment system implemented for ordering of commodity items, packaging, and seasoning materials
- Provided assistance and timely communication to Frito Lay plants and suppliers on future demand changes, shipping requirements, and/or repositioning requests
- Scorecard all raw material supply network metrics and provide weekly shipment schedules for commodity supplier locations
- Resolved supplier delivery issues & provided direction between the plant, supplier, and procurement

Material Deployment Analyst

October 2006 - April 2009 (2 years 7 months)

Dallas/Fort Worth Area

- Managed the deployment of all packaging and seasoning for Doritos and Tostitos to all plants nationwide
- Ownership of all assigned items for inventory reporting and execution of business initiatives
- Collaborated with suppliers to coordinate timely deliveries to the manufacturing facilities
- Reduced freight charges by minimizing the need for expedited shipments
- Executed brand planning weekly to maintain an accurate demand signal to align with business needs
- Lead user for implementing a new MRP tool by creating test scenarios, developing test schedules, executing the pilot process, and trained members of the team
- Sought out by management to partner with cross functional teams on projects to increase efficiencies for business needs

General Dynamics

Material Planner/ Coordinator

March 2005 - October 2006 (1 year 8 months)

Dallas/Fort Worth Area

- Controlled the flow of materials from placing orders through receipt, manufacturing, inspection, and shipping
- Established forecast and reorder levels for production schedules to maximize output for order fulfillment
- Liaison between manufacturing, engineering, and purchasing to ensure product availability
- Developed tools to improve inventory management processes
- Managed multiple simultaneously projects and provided weekly updates to the business
- Reviewed and established standard transfer costs for common inventoried items
- Responsible for all Servo WIP Jobs and all common inventory items
- Performed quarterly cycle counts to ensure accuracy of inventory

Metro-Optix, Inc.

Material Coordinator

2000 - 2002 (3 years)

Dallas/Fort Worth Area

- Controlled the flow of materials from placing orders through receipt, manufacturing, inspection, and shipping
- Established forecast and reorder levels for production schedules to maximize output for order fulfillment
- Acts as a liaison between manufacturing, engineering, and purchasing to ensure product availability
- Created tools to improve inventory management processes
- Managed multiple simultaneously projects and provided weekly updates to the business
- Review and established standard transfer costs for common inventoried items
- Responsible for all Servo WIP Jobs and all common inventory items
- Performed quarterly cycle counts to ensure accuracy of inventory

Education

University of North Texas

Bachelors of Business Administration, Production/Operations
Management · (1996 - 2000)