

# SAMPLE CLIENT

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## GLOBAL BUSINESS LEADER

### SOURCING, PROCUREMENT, & SUPPLY CHAIN EXPERT

ANALYTICAL AND STRATEGIC LEADER with profound skills across sourcing, manufacturing, procurement, and global supply chain management within complex/matrixed corporate environments. Rapidly transforms processes and actions to drive automation, digital transformation, and data-driven decision making while delivering impacts across diverse key business levers that include increasing operational efficiency, delivering profit growth, and boosting revenue.

Supply Chain Operations | Cost Management | Strategic Planning & Execution | Inventory & Forecasting  
Technology Driven Sourcing | People Management | Supplier Relationships | Continuous Improvement  
Risk Management | Pricing & Quality | Negotiation | Program Management | Policies & Procedures

#### A track record of game-changing business outcomes:

- Guide the strategic direction to maximize efficiency, quality, and cost control for purchasing of materials, supplies, equipment, and services (Dynamic Manufacturing Solutions/ Ultra Clean Technology).
- Achieved 38% (\$2.5M) cost reduction for raw material inventory (Dynamic Manufacturing Solutions).
- Increased procurement performance, capability, and capacity with a \$2.5B budget (NXP Semiconductor).
- Led global procurement team of 40 in conceptualizing and creating a new eSourcing Center of Excellence introducing optimal infrastructure to support global eSourcing initiatives (Freescale Semiconductor).

## PROFESSIONAL EXPERIENCE

SAMPLE COMPANY | Austin, TX | 2018-Present

### Senior Materials Manager, 2019-Present

Develop and implement long-term supply chain and procurement strategies to mitigate change following acquisition. Lead a team of 25 procurement and planning professionals, maximize efficiency for \$25M inventory budget, and continually evaluate and identify opportunities to reduce on-hand inventory and increase ITO.

- ◆ Achieved 30% reduction (\$500K) in high spend commodity by implementing a large-scale VMI program.
- ◆ Minimized lead time up to 80% by partnering with customers to implement component sourcing strategies.
- ◆ Increased bottom line growth, improved on time delivery (OTD), and drove significant cost savings.
- ◆ Manage a large stocking program (600 SKUs) for a key customer in the semiconductor capital equipment space.
- ◆ Serve as trusted advisor to executive customer stakeholders optimizing supply chain and materials.

### Director of Supply Chain, 2018-2019

Provided leadership and direction across all supply chain departments (purchasing, planning, receiving, and warehouse management) developing the strategic plan to accelerate manufacturing cycle times and reduce costs. Served as a key leader on the executive team executing sales and operations planning (S&OP) to integrate processes and align teams.

- ◆ Introduced enterprise resource planning solution improving supply efficiency by 50%; designed and led a warehouse consolidation project implementing central receiving, kitting, and materials distribution center.
- ◆ Integrated lean manufacturing programs optimizing replenishment processes (98.5% cycle count) and reduced on-hand raw material inventory by 38% (\$2.5M).

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**SAMPLE COMPANY | Austin, TX | 2005-2016**


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**Global Procurement Business Operations Manager, 2015-2016**


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Directed and implemented strategic plans to maximize efficiency across all major procurement functions. Led global purchasing team and business systems organization of 50 driving efficiency, collaboration, and operational excellence. Hired, developed, and led procurement operations team during merger of NXP and Freescale Semiconductor.

- ◆ **Developed sourcing strategies to optimize \$2.5B procurement budget** and earned recognition as thought leader contributing expertise to the planning of a \$12M operating budget.
- ◆ **Captured \$2.4M in working capital and achieved 2-day increase in productivity** by leading the global procurement contribution to DPO initiative.
- ◆ **Drove continuous improvements in market intelligence, procurement analytics, technology transformation, automation, and tool development.** Strengthened relationships with top suppliers.

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**Manager - Procurement Operations, 2010-2015**


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Directed and managed team of 40 in planning, executing, and improving global procurement operations. Handled vendor selection, sourcing development, and supplier contract negotiations to obtain favorable pricing. Created Commodity Analyst team bridging the gap between strategic sourcing and operational procurement.

- ◆ **Introduced a first-of-kind procurement process that drove increased cost savings** including reverse auction procurement and electronic negotiations.
- ◆ **Improved data-driven decision making in procurement** by providing thought leadership to business intelligence analysts and led staff in developing SOPs, SOX compliance, customer audit support, CTPAT, conflict minerals.
- ◆ **Led technology transformation driving deployment of Ariba Supplier Performance Manager Tool**, introduced next generation procurement systems and tools, and standardized supplier scorecard process.

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**Global Commodity Manager, 2005-2010**


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Built and managed global supplier partnerships to achieve top cost, quality, and availability using lean methodologies. Created global material qualification process. Delivered commodity reviews, project status, and cost saving recommendations to senior executives. Won Bravo award for outstanding savings (3x).

- ◆ **Reduced annual spend by up to 35% (\$2.5M) YoY for outsourced fab services** by leading the first global Kaizen to drive continuous improvement. Led lean roll-out at fabs across the U.S., France, and Japan.
- ◆ **Introduced innovative improvements driving 10% YoY cost reduction on commodities**, and 20% cost reduction on specialty gasses (eSourcing reverse auction strategies).
- ◆ **Saved \$3M by leading complex negotiations with logistics supplier**, and renegotiated costs with three bulk gas supply contracts across three global facilities.

*Previous Experience:* Lead Source Commodity Manager (Advanced Micro Devices), Senior Commodity Manager (Ichor)

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**MILITARY EXPERIENCE**


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United States Army Veteran, 5 years of service

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**EDUCATION**


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Bachelor of Science, Business Management | UNIVERSITY OF TEXAS AT AUSTIN  
Six Sigma Green Belt