

Andrea N. Deas, PMP

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<https://www.linkedin.com/in/andrea-deas-sourcing/>

Professional Summary

Experienced professional with a strong background in both customer success and procurement. As Head of Procurement & Supply Chain, I have successfully managed sourcing strategies, supplier relationships, and cost-effective procurement practices. Additionally, I have a proven track record in driving customer success through effective relationship management, onboarding support, and ongoing account management. With my expertise in understanding customer needs, identifying pain points, and delivering tailored solutions, I have consistently fostered long-term partnerships, ensured customer satisfaction, and maximized customer retention. Skilled in negotiating favorable pricing, monitoring commodity markets, and mitigating price volatility, I bring a unique perspective to both customer success and procurement roles.

Skills

- Project Management
- P&L Management
- Category Management
- Global Strategic Sourcing
- Supply Chain & Logistics
- Risk & Contract Compliance
- Vendor Management
- Policy Implementation
- SAP/Hyperion

Employment:

Pieology

Vice President of Procurement & Supply Chain Fort Lauderdale, FL Oct. 2022 – Present

- Managed end-to-end sourcing strategies for food and packaging categories, overseeing perishable, frozen, and shelf-stable products and collaborating with distributors, manufacturers, and franchisees to ensure cost-effective procurement and supplier relationship management.
- Established cross-functional processes and communication channels to facilitate seamless collaboration across teams, supporting the successful launch of new menu items and the brand relaunch.
- Improved distributor performance through implementation of performance scorecards, identification of improvement areas and establishment of service level agreements metrics, and benchmarks
- Conducted regular reviews of supplier performance and identified opportunities for cost savings and process improvements.
- Monitored and analyzed commodity markets to negotiate favorable pricing and contract terms for grain, corrugated packaging, resins, proteins, and dairy products, implemented strategies to mitigate price volatility and manage commodity risk, ensuring stable supply and pricing for key ingredients.
- Developed and implemented contingency plans for key ingredients, including monitoring supplier performance, identifying potential risks, diversifying the supplier base, increasing safety stock levels, and identifying alternative sources of supply to ensure continuity of supply.

Citrix Systems Ireland Limited

Finance Manager FP&A Dublin, Ireland Mar. 2018 – Sept. 2022

- Drive preparation and consolidation of annual plans, quarterly and monthly forecasts for EMEA Sales and Services Organization's P&L totaling \$200 million
- Advisor and strategic partner to Northern European, Customer Success, Presales, and Digital Sales (SMB & Midmarket) leaders at a regional and area level to ensure understanding of operational risks and opportunities that may impact its \$60 million budget
- Implemented the Emerging Markets Sales Hub co-location for Renewals and Digital Sales Functions in Athens transitioning from an outsourced to insourced resource model.
- Lead strategic initiatives through the development of financial models and analysis to determine the impact of business decisions and recommend plan of actions
- Execute headcount reconciliation to compare results vs plan, and prior periods on a monthly basis.
- Monitor metrics that assess area level performance, identify efficiency and areas of improvement
- Spearheaded process improvement projects in response to business needs to drive continuous quality improvement.

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Citrix Systems Inc.

Global Sourcing Manager

Fort Lauderdale, FL

Dec. 2015 - Mar. 2018

Collaborated with Procurement Category Leads and Executive Leadership to identify value creation opportunities through spend rationalization, process improvement, and cost effectiveness for all indirect spend categories; HR, Professional Services, Facilities, Marketing, Sales, Technology, Travel, and Events.

- Collaborated with Facilities to successfully revamp the quick serve portfolio across all US Locations, ensuring uninterrupted service to employees during the process. Orchestrated the selection and installation of breakroom equipment, replacing multiple regional suppliers with a single nationwide provider, thereby simplifying snack product offerings and standardizing the end user experience
- Successfully implemented a comprehensive video content management solution, including vendor selection and onboarding, with scalable pricing, tiered service offerings, and the ability to monitor and adapt to changing streaming conditions. This facilitated the transition from quarterly meetings to monthly global meetings, ensuring seamless communication and collaboration. The solution integrated multicasting with chat and Q&A capabilities, supported high-quality HD video and audio streaming, and provided easy hosting and playback options for recorded meetings, enhancing employee engagement and accessibility.
- Streamlined vendor consolidation within the Human Resources sector, resulting in \$2.5M in tangible savings for the organization during H1'16. This included consolidating vendors with spend less than \$100,000 and effectively managing supplier relationships to optimize costs. Additionally, spearheaded the establishment of a Global Preferred Supplier List in collaboration with Talent Acquisition, which involved consolidating recruiter's needs, developing RFPs and evaluation criteria, negotiating placement fees, and ensuring smooth training and onboarding of new agencies.

Bacardi Corporation

Miami, FL

Oct. 2014 - Dec. 2015

Advertising & Promotions Procurement Manager

- Oversee strategy development, strategic sourcing, vendor management, project development, and production services for Bacardi USA.
- Optimized leverage of spend, identifying operational efficiencies through savings and innovation, management of supplier relationships within Information Technology, Agency spend, BTL events, sponsorships, market research, and digital.
- Managed and streamlined processes with direct responsibility in the creation of statements of work and contract management
- Implemented an agency evaluation and rewards process across all the preferred BUSA agencies that resulted in effective benchmarking and improved KPI's.
- Creation of category strategies, agency relationship management and negotiations, integration with business units, identification of cost savings opportunities
- Overall management of supplier relationships for various brands and marketing categories across a ~\$250 million spend pool.

Burger King Corporation

Miami, FL

Apr. 2013 - Sept. 2014

Senior Procurement Manager

- Successfully launched a centralized Global Procurement Department, implementing best practices such as leveraging global volume, optimizing specifications, and conducting competitive negotiations. Achieved immediate savings of 10% in cheese prices in the first year and improved pipeline efficiencies.
- Led the negotiation and implementation of a web-based Contract Management Software solution and E-Sourcing tools for all regions outside of North America, establishing a central repository of Franchisee negotiated procurement contracts. Streamlined contract management processes and improved visibility and compliance.
- Implemented a comprehensive Global Supplier Relationship Management process across 35+ global vendors, effectively managing varying regulations and sourcing constraints across Latin America, Europe, Middle East and Africa, and Asia Pacific. Strengthened relationships with key suppliers and ensured consistent performance and quality.

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- Developed strong relationships with category business leaders, gaining an in-depth understanding of RBI's current and future business needs. Leveraged these relationships to drive strategic procurement initiatives and deliver value to the organization.
- Proactively stayed updated on new laws and policies impacting RBI's compliance in sourcing and supply contracts. Ensured adherence to relevant regulations and mitigated any potential risks or compliance issues.

Campbell Soup Company

Camden, NJ

Mar. 2010 - Apr. 2013

Senior Buyer

- Managed annual spend of \$144 million in the Global Procurement group for manufacturing operations across the United States, Canada, and Mexico. Led strategy development, contract negotiation, category management, supplier relationship management, budgeting, and inventory execution.
- Monitored 150+ items, including assessing market trends and conditions, developing annual operating plans, and reviewing commodity price projections. Provided insights on variance analysis to support effective decision-making.
- Assessed 65 vendors servicing 17 North American plants in retail, bakery, and food service sectors. Successfully negotiated competitive contract prices, conducted risk assessment audits, and monitored service level metrics with suppliers to ensure optimal performance and financial health.

Campbell Soup Company

Cherry Hill, NJ

Apr. 2008 – Mar. 2010

Supply Chain Specialist

- Played a key role in the successful execution of promotional events for iconic brands such as Chunky, Vfusion, Prego, and Pace, ensuring adherence to the company's incentive pricing policy prior to the first ship date. Collaborated cross-functionally with Customer Service Analysts, Planning, Warehousing, and Transportation to proactively resolve any issues that could impact the promotion's success. Conducted comprehensive post-event analysis and distributed findings throughout the organization, identifying areas for improvement.
- Tracked and monitored over 10% of Wal-Mart's cases sold during Fiscal 2009, managing the execution of 7.4 million promotional cases while maintaining an exceptional Case Fill Rate of 99.38%.
- Oversaw shipping activities, including the storage of incoming merchandise and assembly of customer orders for delivery. Ensured cost-effective rail and truck transportation for product shipments. Managed personnel, equipment, finished product, ingredients, and packaging warehousing. Submitted reports for warehousing, shipping, and receiving functions.

Nestle Purina USA

Allentown, PA

Jan. 2007 - Mar. 2008

Operations Management Development Program Trainee

- Chaired a nationwide petfood recall over a 4-month period which involved the reverse logistics, sort segmentation and documentation of all products received, and the destruction of contaminated inventory
- Conducted Forklift Feasibility Study which evaluated the added cost of outside maintenance vs the utilization of union workforce. Increased forklift maintenance cycle time from monthly to 3 times per month reducing downtime and increasing equipment reliability.
- Led the successful implementation of a comprehensive warehouse transformation project, overseeing the procurement of equipment and spearheading the transition of 25% of forklifts from traditional battery charging stations to an efficient PosiCharge System.

Education:

Florida A&M University

Tallahassee, FL

December 2006

B.S (Cum Laude) in Business Administration / MBA