

NAME NAME

City, ST 55555 | (555) 555-5555 | email@gmail.com

HIGH-IMPACT SUPPLY CHAIN EXECUTIVE

INTERFACING WITH VARIOUS LEVELS OF LEADERSHIP TO DEVELOP PROCEDURES AND POLICIES THAT STREAMLINE AND ENHANCE ORGANIZATION SUPPLY CHAIN STRATEGIES

Service-Oriented Operations Leader and Quality-Attentive Supply Chain Executive recognized for bringing explosive creativity, exceptional problem solving, and multicultural ability in strategic sourcing and procurement to organization supply chain capabilities. **Business Partner** with a reputation for building 'first-in-class' solutions to supply chain challenges, driving significant logistics process improvement and cost reduction while unlocking new revenue opportunities. **Growth Strategist** with a history of leading operations and cross-functional teams, managing workflows while coordinating efforts to produce exceptional results and exceed performance metrics on-time and at minimal cost. True global perspective with experience living in four countries an ideal background for realization of international market expansion through cultural understanding.

CONCENTRATION SNAPSHOT

- | | |
|-------------------------------------|------------------------------------|
| ❖ Supply Chain Development | ❖ Budget Planning & Administration |
| ❖ Sourcing & Procurement Strategies | ❖ Negotiations & Deal Completion |
| ❖ Six Sigma Operating Processes | ❖ Legal & Regulatory Compliance |
| ❖ Inventory Tracking & Oversight | ❖ Cost Reduction & Optimization |
| ❖ Material Flow Management | ❖ Supplier Relationship Management |
| ❖ Operational Policy Development | ❖ Staff Recruitment & Engagement |

CAREER NARRATIVE & MILESTONES

HollyFrontier Companies – Dallas, TX

June 2015 – Present

Senior Manager, Category Management & Strategic Sourcing

Overview: Handpicked to oversee the strategic management of all direct and indirect materials utilized by various company divisions in day-to-day plant operations. Lead a team of up to eight direct reports to support ongoing category efforts and the procurement excellence transformation. Direct cross-functional teams through category management process to drive value by reducing total cost of ownership, increasing value-added services, actionable metrics, and acquisition costs.

Notable Achievements:

- Turned around poor performing legacy organization costing the company \$4 million, transforming the organization to generate **returns of up to 5 times its cost** in documented value savings.
- Conceived, developed, and implemented savings validation process to measure value creation of the organization, with the process becoming the standard metric reporting process for the entire organization.
- Hired, on-boarded, and trained high performing full team of diverse professionals that achieved an annual return on investment of between **12 and 14 times of cost as savings for the company**.
- Championed the renegotiation of long-term agreements, including take or pay agreements with caustic soda supplier **saving the company \$950,000 every year** for the first 5 years and **\$20 million over 10 years**.
- Played an instrumental role in the integration of acquired international business into company's sourcing process, resulting in **\$4 million Cost Of Goods Sold(COGS) savings** and secured **\$1.5 million in annual marketing and R&D support**.
- Pioneered transformational supplier relationship management process, laying the groundwork for negotiations that resulted in full reimbursement of **lost margin and rebates worth \$2 million from the supplier**.
- Impact driving force behind company maintaining ISO 9001 certification, resulting in an **incremental \$3 million in annual marketing and R&D funds** from strategic partners.
- Strategized and executed the evaluation, sourcing, and implementation of process, reliability, and cost improvements, resulting in annual OPEX and agreements savings across 4 refineries.

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CAREER NARRATIVE & MILESTONES *(continued)*

Luminant Power – Dallas, TX

January 2011 – June 2015

Strategic Sourcing Manager – Generation Supply Chain (November 2013 – June 2015)

Overview: Solicited to lead a cross-functional team to develop spend portfolio category strategies, optimize generating unit reliability, the total cost of ownership, supplier quality, and minimize market and supplier risk for strategic spend categories. Developed and maintained strategic relationships with key suppliers, overseeing negotiations of terms and conditions, cost models, payment terms for capital and other contracts.

Delivered Results:

- Fueled business development opportunities by overseeing \$350 million in annual spend for air quality control systems, returning an average of **10 to 14 times of cost in validated savings to the company.**
- Spearheaded renegotiation of chemicals contract, resulting in a **price reduction of 25% or \$4.25 million annually** and the **elimination of \$70 million in contractual liability** while maintaining the standard of supply and technical support.
- Masterminded and led strategic risk mitigation planning for categories by conducting supplier negotiations and risk management and emergence strategy development during Chapter 11 process, resulting in zero service impact to plants and prevented the need for use of any critical vendor funds.

Senior Financial Analyst – Generation Supply Chain (January 2011 – November 2013)

Overview: Charged with analyzing, managing, and reporting numerous KPIs, including days payable, savings, vendor performance, and on-time delivery to ensure continuous improvement for Generation Supply Chain organization. Selected to establish go-to-market strategies, vendor alliance agreements, and strategic sourcing plans to ensure optimal reliability and total cost of ownership.

Major Benchmarks:

- Mounted strategies that ensured that strategic sourcing managers continually **exceeded group savings target of \$25 million annually** through detailed financial analysis, benchmarking, and market research to achieve beneficial terms.
- Demonstrated exceptional personal responsibility and outstanding financial savviness to **increase company savings from \$500,000 to more than \$1.5 million** without formal savings target or requirements.
- Earned recognition for consistently exceeding expectations across all set performance metrics.

PRIOR EXPERIENCE

Luminant Power – Dallas, TX

May 2010 – August 2010

Strategic Sourcing/Supply Chain Analyst Intern

AUI Contractors, Inc. – Fort Worth, TX

June 2007 – July 2009

Business Development Manager

The Richards Group – Dallas, TX

June 2004 – June 2007

Brand Manager

EDUCATIONAL TRAJECTORY

Master of Business Administration (Supply Chain Management)

Texas Christian University, Fort Worth, TX

Bachelor of Science (Major: Political Science | Minor: Business)

Texas A&M University, College Station, TX

RELEVANT PROJECTS

- Spearheaded cross functional teams (C-suite stakeholders, engineers, site procurement, process safety management, finance, capital planning, legal) to evaluate, source and implement refining process, reliability and cost improvements. Required presentation to and approval from Executive Capital Committee (CEO, CFO and SVP of Operations). Projects included:

1. Onsite Nitrogen Generation Refinery OPEX Reduction

- \$550,000 in annual OPEX savings. (56% OPEX Reduction)
- \$9.5 million in agreement savings.
- Improved assurance of supply (onsite production vs. outside supply).
- Improved safety (less truck traffic inside refinery).
- Capital payback period of less than 18 months.

2. Onsite Nitrogen Generation Refinery OPEX Reduction

- \$600,000 in annual OPEX savings. (39% OPEX Reduction)
- \$10.5 million in agreement savings.
- Improved assurance of supply (onsite production vs. outside supply).
- Improved safety (less truck traffic inside refinery).
- Capital payback period of less than 18 months.

3. Onsite Nitrogen Generation Refinery OPEX Reduction

- \$1.2 million in annual OPEX savings. (54% OPEX Reduction)
- \$18 million in agreement savings.
- Improved assurance of supply (onsite production vs. outside supply).
- Improved safety (less truck traffic inside refinery).
- Capital payback period of less than 10 months.

4. Onsite Potassium Hydroxide (KOH) Regeneration Refinery OPEX Reduction

- \$750,000 in annual OPEX savings. (43% OPEX Reduction)
- \$4 million in agreement savings.
- Improved assurance of supply (onsite production vs. outside supply from Baytown, TX).
- Improved safety (less truck traffic inside refinery).
- Capital payback period of less than 14 months.
- Pioneered very first 3rd party managed KOH regeneration process in US refinery.