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PROCUREMENT | STRATEGIC SOURCING | CATEGORY MANAGEMENT PROFESSIONAL

Achieve Results Through Repeatable and Sustainable Approaches and Processes

Team lead or individual contributor develops and implements total cost, source-to-pay solutions in manufacturing or non-manufacturing environments. Strong relationship-building with internal customers and 3rd party suppliers. Savings supported through multi-step sourcing process including data analysis, contract development and category management.

Core competencies:

- **Supplier Relationship Management**
- **Cross-functional Teams**
- **Data, Strategy Development & Execution**
- **Continuous Improvement**
- **Program Management**
- **Negotiations & Savings**

PROFESSIONAL EXPERIENCE

KForce, Inc., Chicago, IL

2019 – 2020

Procurement Category Manager (Temporary)

Assigned to regional bank client to support implementation of Coupa e-procurement platform.

ISM-Chicago, Chicago, IL

2018 – Present

Assistant Chair, Professional Development Committee (volunteer)

Engage Chicago area university supply chain management students to prepare them for a career after graduation.

- 2018-19 John Pressley Award – “. . . contributed to the advancement of the purchasing profession”.

CBRE (CB Richard Ellis) Global Workplace Solutions, Chicago, IL

2011 – 2018

Sourcing Director (Account Sourcing Lead)

2016 – 2018

Led transition of a Fortune 10 client's third party facilities services suppliers to CBRE responsibility covering 352 retail sites in U.S. and Ontario, Canada.

- Collaborated with cross-functional CBRE Canada team (1 direct report) to achieve 90% of 2017 cost savings target on client-owned supplier relationships. (Plumbing, lighting, roofing.)
- Developed operational improvement initiatives with active internal and supplier engagement to increase uptime of 200+ U.S. client sites and reduce reactive work orders / costs (lighting, plumbing, forklift R&M, floor cleaning equipment).

Strategic Sourcing Manager

2013 – 2016

Provided category management for Fortune 20 retail bank client account, with 5,000 locations in 22 states.

- Assisted Account Sourcing Lead with expedited transition of client account (3 months vs. usual 6 months), enabling 9-months in which to deliver full-year savings. Employed Ariba (SAP) for contracts and supplier performance surveys.
- Achieved 11% cost savings on 8-digit spend, as 1 of 4 sourcing managers, in assigned categories (MRO, grounds care, janitorial, waste / recycling and parking management services).
 - Executed direct negotiations, supplier consolidation and process improvements in support of field and stationary facilities services; review of material vs. labor benefits.
 - Worked with operations group to exit incumbent MRO supplier; established and grew spend with preferred MRO supplier including migration of non-preferred P-card spend; scheduled business reviews.

Strategic Sourcing Manager

2011 – 2013

Acted as Sourcing Lead on for-profit education client account with 90 locations in 20 states.

- Ensured alignment of CBRE procurement processes and governance, which enabled facilities services delivery in client-managed environment.
 - Established and recommended 9% cost savings of eligible spend through strategic supplier discussions and initiatives, delivering improved service and leveraging overall CBRE spend (standard waste, hazardous waste, MRO, janitorial service / supplies, HVAC, plumbing, electrical).

ROCKWELL AUTOMATION, Milwaukee, WI**2011****Strategic Sourcing Manager**

Functioned as contract employee through Victory Personnel Services to cover maternity leave.

- Developed / negotiated strategic agreements with 2 3rd-party engineering firms to enable quicker product development.

SCHNEIDER ELECTRIC NORTH AMERICA, Schaumburg, IL**2008 – 2011****Manager**, Supplier Diversity and Risk Management

2010 – 2011

Ensured continued eligibility for U.S. Federal Government contracts in excess of \$100MM. Also served as North American coordinator for Global Supply Risk Management Process.

- Substantiated \$6MM+ customer bids by responding to supplier diversity aspects of business proposals.
- Rolled out web-based supplier enrollment application for diversity compliance and financial risk tracking.

Purchasing Manager, MRO

2008 – 2010

Served as North American Commodity Lead for Maintenance, Repair and Operations spend including facilities services, industrial and safety supplies (\$70MM recurring spend) and capital equipment (\$30MM non-recurring spend).

- Delivered at least \$1MM in savings on \$15MM MRO supplies category at 10 manufacturing plants.
- Acted as global project team member with EMEA and APAC, implementing forklift standardization and negotiating \$20MM spend with manufacturers. Established capital leasing for global use through minority-certified supplier.
 - Collaborated cross-functionally to initiate standards and operational improvements through \$2.5MM project for 2 North America distribution centers.

SUN CHEMICAL, Northlake, IL**2007 – 2008****Commodity Manager**

Directed corporate IT and telecommunications category in collaboration with IT functional leaders; \$35MM spend plus special projects.

- Led feasibility investigation of small analytical equipment company with patented technology, including consideration of partner equity stake in 7 to 8 figure range. Employed internal technical, manufacturing and legal stakeholders.

STEPAN COMPANY, Northfield, IL**2003 – 2007****Commodity Manager**

Led corporate category management for IT, telecommunications, office equipment and office supplies with ~\$40MM spend; natural gas and electricity procurement responsibility with ~\$35MM spend. North America, Europe scopes.

- Delivered overall savings of at least \$2MM by partnering with suppliers and consolidating goods and services.
 - Included \$5MM electricity contract under budget and e-Auction RFP for IT hardware for 18% savings in U.S.

ADDITIONAL RELATED EXPERIENCE**CJE SENIORLIFE** (formerly Council for Jewish Elderly), Chicago, IL**Purchasing Manager** (3-5 direct reports)**ROBERT BOSCH TOOL CORPORATION**, Mt. Prospect, IL**MRO Commodity Manager****MCKINSEY & COMPANY**, Chicago, IL**Purchasing****MCDERMOTT, WILL & EMERY**, Chicago, IL**Acquisitions and Travel Services Coordinator****EDUCATION****Bachelor of Arts (BA) 1986**, Political Science, Loyola University, Chicago, IL

Completed 44% of credits for MBA, Lake Forest Graduate School of Management, Lake Forest, IL