

# GLOBAL PROCUREMENT AND SUPPLY CHAIN EXECUTIVE

## *Driving Bottom Line Return on Investment*

Supply Chain Executive with a perspective for innovating solutions that transform businesses and improve performance while maximizing value at the lowest marginal risk. Define cross functional objectives by clarifying, sharing, and refining desired outcomes, validating rationale, and determining final impact. Fully engage stakeholders in the decision-making process to amplify visibility and ensure transparency while reaching or exceeding objectives. Surpass profitability goals by applying best practices, motivating high performance teams, and aligning all resources to the mission and vision.

### - CORE COMPETENCIES -

- Supply Chain Transformation
- Global Procurement
- Strategic Development
- Inventory & Supply Management
- Expert Negotiations
- Multi-functional Team Building
- Change Leadership
- Relationship Management
- Contract Closure & Compliance

### - PROFESSIONAL EXPERIENCE -

**Alliant Energy Corporation** | Madison, WI

**2019-Present**

*Public utility company providing affordable electricity and natural gas service to 1.5 million customers.*

#### **Director, Head of Supply Chain Management**

*Leading and transforming the supply chain organization to support development of innovative customer solutions. Own long- and short-term strategies, planning, policies and procedures and operations. Accountable for \$4 billion in annual operations, maintenance, and capital spend. Manage four direct reports with a total of 40+ team members.*

#### **Supply Chain Management | Recruitment & Talent Management**

- **\$8.3 million above annual target of \$10 million cost savings** realized by defining and implementing guiding principles, forming action plans, and key performance indicators to embed new skills within management teams.
- **Guaranteed critical materials availability** to maintain uninterrupted service and disruption of capital projects.
- **Recruited, identified, and engaged top quality talent** by piloting and standardizing organization-wide staffing video depicting corporate culture, active opportunities, and workplace experience.
- **Attained \$32+ million cost saving** by revising alignment between supply chain and cross functional fiscal stakeholders, strategically sourcing services and materials, and rigorous category management.

#### **Budget Management | Cost Savings**

- **\$3 million in hard expenditures averted fused with \$8 million** in soft benefits gained by leveraging technology and an analytic approach to engender a strategic mindset among team members.
- **Optimized performance for significant portion of \$4 billion operations, maintenance, and capital** budget by defining, utilizing, and enforcing supply chain best practices.
- **\$2.3+ million in operating expenses avoided** by developing and executing a cohesive, coordinated methodology to support procurement and supply chain initiatives.

**Enbridge / Spectra Energy** | Houston, TX and Calgary, Alberta, Canada

**2016-2018**

*Multinational company focused on transportation of crude oil and liquid with 3,100 miles of pipelines.*

#### **Director, Supply Chain Management**

*Trusted business partner to North American gas transmission and midstream business unit with annual operating expenses and capital expenditures of \$5 billion. Shepherded 100+ employees and contractors as well as seven reports.*

- **\$35 million in value created within two years** counting \$19+ million in United States market relief synergies by evaluating and amending supplier contracts and strategic sourcing plans.
- **Maximized operational performance during sensitive post-merger** transition by engaging team members in continuous improvement plans for geographically dispersed employees.
- **Optimized identification and implementation of strategic areas of efficiency** while aligning newly combined supply chain management organization to borderless gas transmissions and midstream operations.
- **\$19 million savings found** versus \$8 million goal by integrating dual supply organizations as part of merger.

**TAQA** | Calgary, Alberta, Canada and Abu Dhabi, United Arab Emirates

**2011-2016**

*Ranked amongst the top 15 oil and gas producers in Western Canada generating conventional fuel, coal bed methane, and tight gas along with producing an average of 78,000 barrels of oil equivalent per day.*

### Supply Chain Center of Excellence Lead

*Drove continuous process improvement and directed national and international strategic sourcing plans to achieve excellence in a decentralized supply chain. Significantly influenced 10 staff members and 25 executive stakeholders.*

- **\$40 million reduction in expenses within five years** combined with 60% descent in headcount by renegotiating operations and corporate service agreements and championing a transformation process to streamline tasks.
- **Identified and sealed operational gaps and synergies** by conducting a thorough analysis of systems and processes melded with a training program and procedural manual to bolster performance and eliminate deficiencies.
- **\$22 million bottom line cost cutout completed** by identifying top suppliers and renegotiating agreements in response to market volatility along with lowering overhead, general and administrative charges, and capital expenses.
- **\$7 million reset in electric energy rates delivered within two years** through negotiations and deploying a hedging strategy to eliminate reliance on fluctuating market charges.

**Watkins Group Consulting, LLC** | Morristown, NJ

**2009-2011**

*Specialty supply chain management consulting firm supporting global companies to attain transformational results.*

### President

*Started up and provided executable strategies and protocols across the entire supply chain for multinational companies.*

- **Triggered 15%+ cost cutting measures** by assessing internal capabilities, restructuring processes, outlining programs for total transformation, and guiding development of communications and methodologies.

**British Petroleum** | Houston, TX; Aberdeen, Scotland; London, England

**2007-2009**

*Amongst the world's seven supermajor oil and gas companies headquartered in London, England.*

### Senior Procurement Specialist

*Lead procurement reimagining of \$1 billion in global marine logistics spend.*

- **Activated \$375+ million expense reduction for six operational units** located in the United Kingdom for a period of 10-years by conceiving, gaining approval to implement offshore support vessel strategy in the North Sea.
- **Blocked overspending at upwards of tens of millions of dollars** by actualizing a cultural change and subsequent worldwide adaptation compelling negotiation by exception to negotiation as a 100% rule.
- **Rescued \$10 million through an innovative arrangement for ad-hoc chartering** and competitive tendering of supply vessels by actively negotiating with the business unit's largest supplier.

**Cendant Corporation** | Parsippany, NJ

**2000-2007**

*A global services provider within the real estate and travel industries that disaggregated its businesses in 2005/6 into: Avis Budget Group, Wyndham Worldwide, Realogy, and Travelport.*

### Senior Director, Strategic Sourcing

*Formalized company-wide processes for indirect spending during a period of significant transition. Provided leadership to 15+ staff.*

- **\$5+ million conserved coupled with +21% return on investment** by receiving endorsement from chief financial officer for a personally built business case to outsource services and shouldering responsibility for advisory services to the global president and chairman post-divestiture.
- **Claimed \$16+ million exception by capturing 10% to 40% discounts** for commodities and services and meticulously effecting sourcing advantages in compliance with diversity requirements.

*Prior Companies: Senior Director of Procurement, OmniTRAX | Global Sourcing Group Manager, Cadbury Senior Financial Analyst, Starwood Hotels | Manager, Salomon Smith Barney | Financial Analyst, Unimin Corporation*

## - EDUCATION / BOARDS / AFFILIATIONS -

**Bachelor of Science in Business and Economics** | Lehigh University, Bethlehem, PA

**Board Member:** Utility Supply Management Alliance (USMA); CSR Board of Directors; Alliant Energy "Ambassador" to Energy Impact Partners (EIP)