

GLOBAL SUPPLY CHAIN & PROCUREMENT EXECUTIVE

Applying Processes, People, and Profitable Decision Making to Drive Remarkable Results

Impactful **Multinational Global Procurement and Sourcing Leader** with extensive experience creating top level performance and value, aligning supply chain strategy with organizational mission and vision, and identifying and implementing functional changes to mitigate risks and threats to profitability. Adept at boosting operational performance and optimizing diverse resources. Thrives in multicultural environments leveraging a global mindset to create positive work environments.

- CORE COMPETENCIES -

- Supply Chain Management
- Business Strategy Development
- Risk Management / M&A
- Team Building
- Strategic Sourcing
- Contract Administration
- Enterprise Resource Planning
- Pricing / Forecast Modeling
- Cost Control, Capital Budgeting, P&L

- PROFESSIONAL EXPERIENCE -

Halliburton Energy Services, Inc. | Houston, TX

2011-Present

\$20 billion global energy services company with over 40,000 employees representing 130 nationalities in 70+ countries.

Director, Manufacturing & Supply Chain, Drilling Fluids & Specialty Chemicals | 2020-Present

Promoted to helm Baroid and Multi-Chem supply operations. Full responsibility for \$1.4 billion direct spend on raw materials and finished product procurement, 234 million pounds annual production, and \$430 million in global inventory.

- **\$500 million market penetrated** by leveraging domestic and international business relationships to pioneer complex manufacturing plant in Saudi Arabia.
- **\$2.2 million expense halted** using Lean Five Principles to build a culture of continuous improvement.
- **\$1.2 million synergistic integration** of two supply chains achieving lowest operating cost by guiding the process, aligning strategic sourcing activities, realizing new make-vs-buy opportunities, and mentoring key leaders.
- **11.5% FBOI growth**, increased manufacturing plant cost absorption and market segment losses offset by redirecting efforts towards contract manufacturing.
- **2X boost in production capacity** for improved economics reached by structuring a business case to gain approval for a major capital investment, monitoring the complex project, effecting mid-course correction, then staying within budget.

Director, Manufacturing & Supply Chain, Specialty Chemicals | 2018-2019

Advanced from strategy architect to leading combined supply chain and manufacturing operations. Integrated all components of Athlon acquisition in conjunction with construction of a grassroots manufacturing plant in Saudi Arabia.

- **\$11.5 million contract dispute resolved** with unique bonus-malus incentives and dispute resolution framework, clearing the way to execute a highly complex, safe, on-time, and under-budget project.
- **Effectuated \$9.2 million run rate savings** through full evaluation of capacity and business requirements providing leadership with necessary data to determine closure, sale, or integration of facilities.
- **\$4.9 million in synergies generated** through full integration of acquired company. Developed and executed 12-month business plan covering 292 employees and all components of supply chain, and manufacturing.
- **11% drop in unit costs** across plant operations attained by modernizing accounting processes, improving local visibility and accountability, correcting misallocations, and driving monthly forecast accuracy.

Chemical Director, Strategy, Global Business Lines | 2017-2018

Challenged to spearhead vertical integration program with the goals of capitalizing on chemical assets, building new capabilities where needed, and leveraging intellectual properties across business lines.

- **\$44 million annual cost savings identified** by reverse engineering common products across four business lines, fused with approval to institute vertical integration strategy covering critical acquisition and greenfield construction components.
- **Piloted strategy development, won board approval**, and presided over external negotiations for EPC of first specialty oil field chemical manufacturing reaction plant in the Middle East.
- **Built a formidable team in Saudi Arabia** to superintend engineering, tendering, and day-to-day operations through all phases of major EPC project.

- **32% rise in revenues triggered by major acquisition** of complementary company, gaining access to new markets and expanding manufacturing capabilities, by directing due diligence and collaborating with business line executive to prepare financial modeling, strategic planning, and conduct negotiations.

Director, Baroid, Global Supply Chain | 2014-2017

Advanced to administer \$1.1 billion spend for strategic sourcing and tactical supply chain functions of Drilling Fluids, Completion Fluids, and Surface Solutions business lines.

- **Rescued \$152.7 million, improved margins** by leveraging industrial downturn to persuade suppliers to realign pricing with market conditions.
- **Uncovered and redeployed idle inventory worth \$35.4 million** by effecting global demand planning and level-loading framework.
- **23% fall in personnel overhead accomplished** by rebalancing global supply chain operations under a new organizational model.

Senior Supply Chain Manager | 2011-2014

Recruited to build and guide a global management team charged with improving cost of goods and global security.

- **16% elevation in on-contract spend across all categories** captured alongside shrinking risk by linking commodity buys with indices and mirroring results in client agreements.
- **Recipient of MVP award for transforming service quality** resulting from overhaul of Category Management organization, correlated with recruiting and implementing employee development.
- **Outperformed market in 91% of subcategories** through rigorous should-cost modeling and disciplined market basket approach to Category Management.

LyondellBasell | Houston, TX

2004-2011

Dutch domiciled multinational chemical company generating \$34.5 billion annual revenues and employing 19,100 people.

Procurement Manager | 2009-2011

Promoted to lead a team of five strategic sourcing managers. Controlled \$420 million budget covering 32 categories, 114+ materials, and \$140 million in precious metals.

- **\$12.7 net savings and \$7.2 million cost avoidance** with unorthodox total spend approach to developing and executing Category strategies correlated to P&L improvement.
- **Prevented serious disruptions in supply** by assuming a key role in steering sourcing team members through the largest bankruptcy within the chemical industry in United States history.
- **Ranked #1 among procurement groups** by maintaining close alignment with internal clients and effective communications across organizational chains of command.

Principal Contract Specialist | 2004-2009

Strategic sourcing manager for catalyst, chemicals, and precious metals.

- **\$8+ million in precious metals recovered** annually by actualizing catalyst lifecycle management program and attracting collaborative support from treasury, risk, engineering, and operations.
- **Major Expansion of on-contract spend** by collaborating with legal department to create standardized contract with pre-approved options for accelerated negotiations.
- **\$2.6 million burden across 22 material supply contracts averted** by deploying A.T. Kearney's 7-Step methodology and training internal procurement teams in the United States and Germany in the technique.

EDUCATION | TRAINING | CERTIFICATIONS

President's Leadership Excellence Program | Texas A&M University, Mays Business School – College Station, Texas

Master of Business Administration | University of Houston, T. Bauer College of Business – Houston, Texas

Bachelor of Science in Chemical Engineering | The University of Kansas – Lawrence, Kansas

– TRAINING –

Best Negotiating Practices | Watershed Associates, **Effective Negotiating Practices** | Karrass Worldwide, Ltd.

Facilitative Leadership | Interaction Associates, LLC

– CERTIFICATIONS –

Certified Professional in Supply Management | Institute for Supply Management